
AGENDA ITEM:

XII

New Business item A



Jasper County Finance Department

358 Third Avenue, Post Office Box 1149
Ridgeland, South Carolina 29936
Phone (843) 717-3692 Fax (843) 717-3626

Kimberly Burgess, CPA
Director of Administrative Services
kburgessr@jaspercountysc.gov

Jasper County Council Bid Presentation Fire Station #30 Roof

| | |
|------------------------|---|
| Meeting Date: | June 21, 2021 |
| Subject: | Bid presentation for Fire Station #30 roof replacement |
| Recommendation: | Accept Robert W. Nunnery Roofing Co. (Nunnery) bid in the amount of \$91,450 and to authorize the County Administrator to sign all applicable documents to award the roofing contract to Nunnery. |
| Submitted for: | Council to accept the Robert W. Nunnery Roofing Co. bid to re-roof Fire Station #30 and to authorize the County Administrator to enter into an agreement for the provision of said services. |

Description: Jasper County advertised for sealed bids for a New Roof for Fire Station #30 with a deadline of 2:00 PM May 26, 2021. Three bids were received timely. The three bids were received from Alternative Roofing Solutions, Inc., ARC Incorporated, and Robert W. Nunnery Roofing Co.

Robert W. Nunnery Roofing Co. was the perceived low bidder at the time of the bid opening with a total bid amount of \$83,000. The next lowest bidder was ARC Incorporated at \$145,500. Because the low bid was \$62,500 less than the next lowest bid and to perform due diligence with regard to the description of work covered under the bid, we reached out to the low bidder to confirm the scope of work covered under the bid. It was determined that the Nunnery bid included all of the described work, including asbestos abatement, but that the gauge of the roof panels was 26 gauge rather than 22 gauge. Nunnery provided an amount to correct the gauge of the metal which increased the bid \$8,450 from \$83,000 to \$91,450. A total amount \$54,050 less than the next lowest bid. It should be noted that the local preference provision of the procurement ordinance was applied to the bid of Alternative Roofing Solutions, however, the local preference did not change the bid results.

Recommendation: Therefore, based upon a careful review of the bids and additional due diligence inquiries with regard to the scope and description of work included in the perceived low bid, staff recommends that the Council award the contract for the Fire Station #30 roof replacement to Robert W. Nunnery Roofing Co., and to authorize the County Administrator to enter into an agreement with said company.

Attachments:

Bid Tabulation Sheet

Robert W. Nunnery Bid

Robert W. Nunnery Bid Revision

ARC Incorporated Bid

Alternative Roofing Solutions

Advertisement for Bid

Wednesday May 26, 2021
1400 hrs.



Jasper County Bid Sheet

STATION 30 Roofing Bid.

| Company Name | Address | Amount of Bid | Remarks/Total |
|---|---|---------------|---------------|
| Robert W. Nannery Roofing Co. Sumner SC. | 1161 Dillard Rd. Sumner, SC 29148 | \$ 83,000.00 | has Bid Bond |
| Alternative Roofing Solutions | 326 Brown's Cove Rd Suite E Ridgeland, SC 29930 | \$ 149,207.00 | Has Bid Bond |
| Associated Roofing & Construction Company. | PO Box 1986 Marrel's Inlet | \$ 145,500.00 | HAS BID BOND |
| | | | |
| | | | |



Jasper County Bid Sheet

Fire Station 30 Re-Roof Bid
~~2:00~~ PM May 26, 2021
2:00

| Company Name | Address | Amount of Bid | Remarks/Total |
|---|--|---------------|---------------|
| Robert W. Nunnery Roofing Co. | 1161 Dollard Road Summerton, SC 29148 | \$83,000.00 | |
| Alternative Roofing Solutions | 326 Brown's Cove Rd. Suite E Ridgeland, SC 29936 | \$149,207.00 | |
| Associates Roofing & Construction, Inc. | P.O. Box 1986 Murrells Inlet, SC 29576 | \$145,500.00 | |
| | | | |
| | | | |

FROM: ROBERT W. NUNNERY ROOFING
ATTN: RUSSELL

PROJECT NAME: NEW ROOF JASPER COUNTY FIRE STATION 30

6/14/21

RUSSELL,

ENCLOSED IS WHAT YOU WANT TO CARRY TO THE MEETING. HOPEFULLY THIS IS ALL YOU'LL NEED. I HAVE ADDED THE ADDITIONAL COST OF THE METAL THAT THE METAL COMPANY WENT UP ON THERE PRICE.

COMPLETE JOB COST TOTAL \$91,450.00

WE PROPOSE TO FURNISH ALL LABOR & MATERIALS TO INSTALL 22 GA CORRIGATED PAINTED METAL PANELS.

1) LITERTURE R-10 ROLL INSULATION

2) 26 GA GABEL TRIM

3) 032 ALUIMN SEAMLESS GUTTERS 6 INCH.

4) 032 3X4 DOWNSPOUTS

5) SELF TAPPING SCREWS FOR METAL PANELS.

NOTE: TIME LIMIT TO COMPLETE THIS JOB WILL BE 60 DAYS FROM THE TIME OF METAL DELIVERY.

ROBERT W. NUNNERY ROOFING CO.

1161 DOLLARD RD. SUMMERTON, SC 29148

PH# 803-478-2950 FX# 803-478-3059

EMAIL: gwenstewart66@gmail.com

5/26/21

TO: JASPER COUNTY DIRECTOR ADMINISTRATIVE SERVICES
PROJECT NAME: NEW ROOF FOR FIRE STATION 30
ATTN: KIMBERLY BURGESS

MY COMPANY WILL FURNISH ALL LABOR, INSURANCE & MATERIALS
TO COMPLETE ALL OF THE WORK AS DESCRIBED ON SHEET
MARKED (A) OF SPECIFICATIONS, INCLOSED HERE IN.

THE TOTAL BID PRICE FOR THIS WORK: \$83,000.00
THE TIME FRAME FOR WORK WILL BE 60 DAYS.

ROBERT W. NUNNERY

Robert Nunnery

(OWNER'S SIGNATURE & DATE)

5/26/2021



REQUEST FOR BID
RFB #2021-13
NEW ROOF FOR FIRE STATION 30, RIDGELAND, SC
MAY 12, 2021

Sheet - A -

Description of Work:

1. Labor and materials to remove the existing Transited Asbestos Corrugated roof panels (see Exhibit A.).
2. Asbestos abatement according to SC DHEC rules and regulations.
3. Remove and dispose of the existing roof flashings.
4. Furnish and install 22-gauge corrugated roof panels manufactured using 22-gauge with a standard Kynar (or equivalent) paint finish color.
5. Shop fabricate or provide new roof related sheet metal flashings using 22-gauge metals with a standard Kynar (or equivalent) paint finish color to include roof edge flashings, rake flashings, fascia flashings and VTR pipe flashing.
6. New corrugated roof panels to be installed using a Tek 5 fastener with a weather guard washer head due to the gauge of the framing to be fastened to.
7. Furnish and install a 3" Vinyl Faced insulation installed over the existing purlins, with an R-Value of R-10.
8. Furnish and install new gutters and downspouts.
9. Removal all debris and material associated with the project, leaving the area in the same or better condition at the end of the roof installation.
10. Provide a written warranty with a minimum of two (2) year contractor's warranty and a minimum 30-year paint finish warranty.

Operational Standards:

1. All work performed will be in accordance with OSHA and SC DHEC Standards.
2. Safety flagging established around the perimeter of the roof, as required, and debris cleaned off the existing roof to prepare for the new roof.

Bid Requirements:

Bids should be placed on company letterhead or on a document which provides Bidder name, address, phone number and other pertinent contact information. The successful Bidder will be required to furnish a W-9, a certificate of insurance showing evidence of liability and workers



**REQUEST FOR BID
RFB #2021-13
NEW ROOF FOR FIRE STATION 30, RIDGELAND, SC
MAY 12, 2021**

The Jasper County Council ("County") is accepting sealed bids for A NEW ROOF FOR FIRE STATION 30 located at 1511 Grays Highway, Ridgeland, South Carolina. The fire station is immediately behind the Emergency Services Administration Building. The area of work is the apparatus bay area of the existing building and will require asbestos abatement (see Exhibit A.)

To be considered a valid bid, each organization submitting a bid ("Bidder") must assure receipt by the Director of Administrative Services for Jasper County no later than 2:00 p.m. local time, Thursday, May 26, 2021, at which time all bids received will be opened in the Council Chambers at 358 Third Avenue, Ridgeland, SC, 29936. However, due to the building closure to the public, the proposal opening will be held via Zoom (the link to the meeting is below.) To be deemed "received" a bid may be submitted electronically through the County's Vendor Registry webpage to ensure that it remains sealed until the scheduled bid opening date and time. A link to County's Vendor Registry webpage may be found under "What's New", "Bids & Solicitations", on the County's website at www.jaspercountysc.gov. Bids may also deliver a hard copy of their bid to the address below. Bidders choosing to submit a hard copy should submit an original and two copies. Any bids submitted or delivered after the above time will not be accepted under any circumstances.

Bids should be delivered to the address below:

Kimberly Burgess
Director Administrative Services
Jasper County
358 Third Avenue, Suite 304
Ridgeland, SC 29936

Bids may be mailed to the address below:

Kimberly Burgess
Director Administrative Services
Jasper County
P O Box 1149
Ridgeland, SC 29936

Bidders are highly encouraged to attend a scheduled pre-bid meeting on May 18th at 10:00 AM at the fire station.

*Any TO JASPER COUNTY
5⁰/₀ BID BOARD*

ROBERT W. NUNNERY ROOFING CO.

1161 DOLLARD RD. SUMMERTON, 29148

P 803-478-2950 F 803-478-3059

EMAIL: robertnunnery44@yahoo.com

Lane head start/waccamaw EOC

1261 Hwy 501 east Conway

Steve Rosetto 843-855-1907

Steve.rosetto@weoc.org

Town of mcdellanville

405 N. Pinckney St McClellanville SC

Michelle McClellan 843-887-3712

mcclellanville@tds.net

City of Mullins

151 E. Front Street Mullins SC

Holly Jackson 843-464-5662

hjackson@mullinssc.us

Town of Mt Pleasant

100 Ann edwards lane Mt Pleasant SC

Jonathan Cotov 843-408-6987

jcotov@tompsc.com

Dorchester County

Jimmy Brownlee (o)843-563-0202 © 843-200-6617

jbrownlee@dorchestercountysc.gov



**South Carolina Department of Labor, Licensing and Regulation
Contractors Licensing Board**

CERTIFIES THAT:

**ROBERT W MUNNERY
IS AUTHORIZED TO PRACTICE
GENERAL CONTRACTOR
IR4 GR4 SR4**

**LICENSE NO.
CLG.112908 GC**

EXPIRATION DATE: 10/31/2022

To verify current license status, go to <http://verify.llronline.com/LicLookup/LookupMain.aspx>

~ PROPOSAL ~

ARC INCORPORATED

1135 BURGLISS RD. MURRELLS INLET, SC 29576
PHONE: (843) 357-0061 • FAX: (843) 357-0053

Proposal #
52621

Date:
05/26/2021

| | |
|--|---|
| PROPOSAL SUBMITTED TO: Name: Jasper County Address: PO Box 1149 358 Third Avenue Ste 304 City, State: Ridgeland, SC 29936 Phone: Kimberly Burgess | WORK TO BE PERFORMED AT: Address: 1511 Grays Highway City, State: Ridgeland, SC Approx. Start Date: Email: |
|--|---|

We hereby submit specifications and estimates for:

We propose to provide labor, materials, and equipment for the following Scope of Work:

1. Remove and dispose of existing roof panels, flashings, gutter, downspouts, pipe flashings, rake flashings, In accordance with DHEC rules and regulations.
2. Install 3" vinyl faced insulation over the existing purlins, with an R-10 value.
3. Install new gutters and downspouts.
4. Install new rake flashings, eve flashing, and pipe flashing, and ridge flashing.
5. Install new 22 gauge corrugated roof panels with standard Kynar painted finish.
6. Roof panels shall be installed with Tek 5 fastener with a weather guard washer head.
7. Remove all debris and material associated with this project and dispose of properly.
8. Provide a two year contractor's labor warranty and a 30 year paint finish manufacturer's warranty.

In the event payment is not received when due, Contractor shall be entitled to interest at the rate of 20% per year (1.75% per month) together with all costs of collection including reasonable attorney's fees.

We Purpose hereby to furnish material and labor complete in accordance with above specifications, for the sum of **\$145,500.00**
Payment to be made as follows: \$50,000 shall be paid upon delivery of materials to job site \$47,750.00 when 1/2 completed, \$47,750.00 when completed

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents or delays beyond our control. Owner to carry fire, tornado and other necessary insurance. Our workers are fully covered by Workman's Compensation insurance.

Authorized Signature: 

Note: This proposal may be Withdrawn by us if not accepted within 10 days.

Acceptance of Proposal: The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Signature: _____

Date of Acceptance: _____

Signature: _____



ALTERNATIVE ROOFING SOLUTIONS

Where the solution to your roofing needs is **ARS** to find..

Attn: Fire Station 30
1511 Grays Hwy
Ridgeland, Sc 29936

Proposal-

We propose to furnish all materials, labor, equipment and supervision for the above-mentioned project for the following scope of work:

Scope: Remove & Replace Corrugated Metal Roof System

- I. Removal and complete disposal of existing Transited Asbestos Corrugated roof system down to the existing Purlins.
- II. Asbestos abatement according to SC DHEC rules and regulations.
- III. Remove and dispose of the existing roof flashings.
- IV. Furnish and install a 3" Vinyl faced insulation installed over the existing purlins, with an R-Value of R-10.
 - I. Furnish and install 36" wide standard color 22-Gauge corrugated roof panels and all associated trim as described in manufacturer's specifications and details.
 - II. Furnish and install all new roof edge flashing, rake flashing, fascia flashing and VTR pipe flashing.
 - III. Furnish and install new gutters and downspouts.
 - V. Upon completion the owner shall receive a manufacturer's 35- year paint finish warranty and a 2-year contractor's warranty on workmanship.
 - VI. Jobsite will be left in a neat and orderly fashion.
 - VII. Terms: Scheduled Billing

Total Investment.....\$149,207.00
One Hundred Forty Nine Thousand Two Hundred Seven Dollars.....

We appreciate the opportunity to earn your business. We can assure you that quality of work is our primary focus and shall not be compromised on any and all projects.

Signature of Acceptance _____ Date _____

Highest Regards,
David Tilton Jr, Business Development
Alternative Roofing Solutions
326 Brown's Cove Rd. Suite E
Ridgeland, SC 29936
843-645-8377 office
843-575-3322 cell



REQUEST FOR BID
RFB #2021-13
NEW ROOF FOR FIRE STATION 30, RIDGELAND, SC
MAY 12, 2021

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Jasper County
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Ridgeland, SC 29936

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REQUEST FOR BID
RFB #2021-13
NEW ROOF FOR FIRE STATION 30, RIDGELAND, SC
MAY 12, 2021

Description of Work:

1. Labor and materials to remove the existing Transited Asbestos Corrugated roof panels (see Exhibit A.).
2. Asbestos abatement according to SC DHEC rules and regulations.
3. Remove and dispose of the existing roof flashings.
4. Furnish and install 22-gauge corrugated roof panels manufactured using 22-gauge with a standard Kynar (or equivalent) paint finish color.
5. Shop fabricate or provide new roof related sheet metal flashings using 22-gauge metals with a standard Kynar (or equivalent) paint finish color to include roof edge flashings, rake flashings, fascia flashings and VTR pipe flashing.
6. New corrugated roof panels to be installed using a Tek 5 fastener with a weather guard washer head due to the gauge of the framing to be fastened to.
7. Furnish and install a 3" Vinyl Faced insulation installed over the existing purlins, with an R-Value of R-10.
8. Furnish and install new gutters and downspouts.
9. Removal all debris and material associated with the project, leaving the area in the same or better condition at the end of the roof installation.
10. Provide a written warranty with a minimum of two (2) year contractor's warranty and a minimum 30-year paint finish warranty.

Operational Standards:

1. All work performed will be in accordance with OSHA and SC DHEC Standards.
2. Safety flagging established around the perimeter of the roof, as required, and debris cleaned off the existing roof to prepare for the new roof.

Bid Requirements:

Bids should be placed on company letterhead or on a document which provides Bidder name, address, phone number and other pertinent contact information. The successful Bidder will be required to furnish a W-9, a certificate of insurance showing evidence of liability and workers



REQUEST FOR BID
RFB #2021-13
NEW ROOF FOR FIRE STATION 30, RIDGELAND, SC
MAY 12, 2021

compensation coverage in the amounts listed below. The successful bidder will also be required to show proof of a Town of Ridgeland business license.

Bid security shall be required and shall be an amount equal to at least five percent of the amount of the bid. The successful bidder will be required to furnish the Owner a Performance Bond and a Payment Bond, each in the amount of one hundred percent (100%) of the contract price (if the bid is greater than \$100,000.)

Each Bidder must be qualified under the provisions of the most current State of South Carolina Contractor's Licensing Law Code. No proposal will be considered unless the bidder is legally qualified under the provisions of the South Carolina Contractor's Licensing Law. By submitting a proposal Bidder is certifying that it has independently determined that its licensure is adequate to authorize it to submit the proposal.

All Proposals will remain subject to acceptance for thirty (30) days after the day of the Proposal opening. The County of Jasper (Owner) reserves the right to cancel this solicitation or any and all bids or proposals may be rejected, including without limitation the right to reject any or all nonconforming, non-responsive, unbalanced, or conditional bids. Owner also reserves the right to waive all informalities not involving price, time, or changes in the Work and to negotiate contract terms with the Successful Bidder.

Insurance Requirements:

1. Workers' Compensation - The vendor shall provide coverage for its employees with statutory workers' compensation limits, and no less than \$1,000,000.00 for Employers' Liability. Said coverage shall include a waiver of subrogation in favor of the OWNER and its agents, employees, and officials.
2. Commercial General Liability - The vendor shall provide coverage for all operations including, but not limited to Contractual, Products and Completed Operations, and Personal Injury. The limits shall be no less than \$1,000,000.00, per occurrence, with a \$2,000,000.00 aggregate.
3. Business Automobile Liability - The vendor shall provide coverage for all owned, nonowner and hired vehicles with limits of not less than \$1,000,000.00, per occurrence, Combined Single Limits (CSL) or its equivalent.



REQUEST FOR BID
RFB #2021-13
NEW ROOF FOR FIRE STATION 30, RIDGELAND, SC
MAY 12, 2021

Bid Opening via Zoom Link:

Topic: New Roof for Fire Station 30

Time: May 26, 2021 02:00 PM Eastern Time (US and Canada)

Join Zoom Meeting

<https://us06web.zoom.us/j/81563550285?pwd=S0djSHdOeDR5dINveXRoanY3R0hOUT09>

Meeting ID: 815 6355 0285

Passcode: 318540

One tap mobile

+13017158592,,81563550285# US (Washington DC)

+13126266799,,81563550285# US (Chicago)

Dial by your location

+1 301 715 8592 US (Washington DC)

+1 312 626 6799 US (Chicago)

+1 929 436 2866 US (New York)

+1 253 215 8782 US (Tacoma)

+1 346 248 7799 US (Houston)

+1 669 900 6833 US (San Jose)

Meeting ID: 815 6355 0285

Find your local number: <https://us06web.zoom.us/j/81563550285>



**PRESTIGE INSPECTIONS
ASBESTOS ANALYSIS REPORT
JASPER COUNTY FIRE STATION (30)
1511 GRAYS HIGHWAY
RIDGELAND, SC. 29936**

March 10, 2021



**Prepared for: ID# PASB42
Project: Jasper County Fire Station (30)**

**Prepared by: Tawanda Engram
Certified Asbestos Inspector
Prestige Inspections**

Memo: Safety is our priority

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EMSL Analytical, Inc.

2205 Corporate Plaza Parkway SE, Suite 200 Smyrna, GA 30080
Tel/Fax: (770) 956-9150 / (770) 956-9181
<http://www.EMSL.com> / atlantab@emsl.com

EMSL Order: 072101431
Customer ID: PASB42
Customer PO:
Project ID:

Attention: Tawanda Engram
Prestige Asbestos Inspections
P.O.Box 1934
Savannah, GA 31402
Phone: (912) 755-9353
Fax:
Received Date: 02/25/2021 10:45 AM
Analysis Date: 02/25/2021
Collected Date:
Project: 1511 Grays Hwy Jasper County Emergency

Test Report: Asbestos Analysis of Bulk Materials via EPA 600/R-93/116 Method using Polarized Light Microscopy

| Sample | Description | Appearance | Non-Asbestos | | Asbestos % Type |
|---------------------|-------------------------------------|--------------------------------|--------------|-------------------------|-----------------|
| | | | % Fibrous | % Non-Fibrous | |
| 1 072101431-0001 | 5824 Sq Ft Transite Roof - Exterior | Gray Fibrous Homogeneous | | 75% Non-fibrous (Other) | 25% Chrysotile |

Analyst(s)

Kyle Rich (1)

Michael Murphy
or Other Approved Signatory

EMSL maintains liability limited to cost of analysis. Interpretation and use of test results are the responsibility of the client. This report relates only to the samples reported above, and may not be reproduced, except in full, without written approval by EMSL. EMSL bears no responsibility for sample collection activities or analytical method limitations. The report reflects the samples as received. Results are generated from the field sampling data (sampling volumes and areas, locations, etc.) provided by the client on the Chain of Custody. Samples are within quality control criteria and meet method specifications unless otherwise noted. The above analyses were performed in general compliance with Appendix E to Subpart E of 40 CFR (previously EPA 600/M4-92-020 "Interim Method") but augmented with procedures outlined in the 1993 ("final") version of the method. This report must not be used by the client to claim product certification, approval, or endorsement by NVLAP, NIST or any agency of the federal government. Non-friable organically bound materials present a problem matrix and therefore EMSL recommends gravimetric reduction prior to analysis. Unless requested by the client, building materials manufactured with multiple layers (i.e. linoleum, wallboard, etc.) are reported as a single sample. Estimation of uncertainty is available on request.
Samples analyzed by EMSL Analytical, Inc Smyrna, GA NVLAP Lab Code 101048-1

Initial report from: 03/04/2021 11:52:20

1.0 PROJECT LOCATION AND DESCRIPTION

The project site is located at 1511 Grays Hwy, Ridgeland, SC. 29936. Jasper County Fire Station (30).

2.0 FINDINGS:

The asbestos inspection was conducted on 02/25/2021 by a licensed Certified Asbestos Inspector. (Asbestos Certification No. 178048)

Bulk samples of suspect asbestos-containing building materials were analyzed by EMSL Analytical, Inc Laboratory.

Using polarized light microscopy (PLM) method use for determination of asbestos with accordance the US Environmental Protection Agency (EPA). Regulation 40 CFR 763. National Emissions Standard for Hazardous Air Pollutants (NESHA) and the asbestos

3.0 THE TABLE BELOW SUMMARIZES THE SAMPLE DESCRIPTION, LOCATION AND RESULTS. LABORATORY DATA SUMMARY OF SAMPLING AND CHAIN OF CUSTODY ARE ATTACHED TO THIS REPORT.

THESE SAMPLES TESTED POSITIVE FOR ASBESTOS CONTAINING MATERIALS.

MATERIALS.

| SAMPLE NO. | MATERIAL DESCRIPTION | RESULTS |
|-------------------|--|----------------------|
| ONE 1 | 5824 sq. ft. TRANSITE ROOF EXTERIOR | 25% CHYSOTILE |

4.0 RECOMMENTATION:

SAMPLES (1) HAS BEEN DETECTED FOR ASBESTOS CONTAINING MATERIAL.

All Friable materials are regulated by the Georgia Asbestos Rules and the Georgia Asbestos Act. Therefore, removal by a licensed abatement contractor would be required. All Non-Friable Asbestos.

5.0 LIMITATIONS:

The conclusions presented in the Asbestos Survey is based on the laboratory results and conditions of the materials identified. Asbestos concentration will vary between sample locations. The presumption of homogeneous characteristics of materials throughout the property. Prestige Inspections shall not be held responsible for errors, miscalculations, assumptions, misinterpretations or other problems or liabilities arising from or associated with firms or individuals bidding on or sale of property, or in part on this document. This Asbestos Survey has been prepared on behalf of the property owner or an authorized agent. Should you have questions, please do hesitate to contact me at (912) 755-9355. It is a pleasure to be of service to you.







AGENDA ITEM:

XII

New Business item B



Jasper County Finance Department

358 Third Avenue, Post Office Box 1149
Ridgeland, South Carolina 29936
Phone (843) 717-3692 Fax (843) 717-3626

Kimberly Burgess, CPA
Director of Administrative Services
kburgess@jaspercounty.sc.gov

Jasper County Council Bid Presentation Tarboro Community Center Re-Roof

| | |
|------------------------|---|
| Meeting Date: | June 21, 2021 |
| Subject: | Bid presentation for Tarboro Community Center Re-Roof |
| Recommendation: | Accept Reliable Roofing & Repairs, LLC bid as the perceived low bidder, award the roofing contract to Reliable Roofing & Repairs, LLC and authorize the County Administrator to execute said contract. |
| Submitted for: | Council to accept Reliable Roofing & Repairs, LLC bid as the perceived low bidder, award the roofing contract to Reliable Roofing & Repairs, LLC and authorize the County Administrator to execute said contract. |

Description: Jasper County advertised for sealed bids for a New Roof for Tarboro Community Center with a deadline of 3:00 PM May 20, 2021. Six bids were received timely. The description of work in the bid notice required asphalt shingles and a metal roof as an alternate. The metal roof is preferred for its longevity and to be consistent with the other community centers in the County. Reliable Roofing & Repairs, LLC is the perceived low bidder for both the asphalt shingles (\$9,820) and the alternate metal roof (\$14,220.) The next lowest bidder is CMS Roofing LLC with a bid of \$13,700 for asphalt shingles and \$23,450 for the metal roof.

Because the low bid for the metal roof is \$9,230 less than the next lowest bid, staff reached out to the low bidder to confirm the scope of work and the gauge of metal quoted. Based on conversation with Mr. Stover from Reliable Roofing and Repairs, LLC, he originally bid 29-gauge metal since the gauge was not specified in the bid notice. The bid amount for 26-gauge metal will increase \$3,000 to \$17,220.00 which is \$6,230 less than the next lowest bidder.

Recommendation: Therefore, based upon a careful review of the bids and additional due diligence inquiries about the scope of work and the material included in the perceived low bid, staff recommends that the Council award the contract for the Tarboro Community Center Re-Roof to Reliable Roofing & Repairs, LLC for the metal roof bid for \$17,220 and to authorize the County Administrator to enter into a contract with said company.

Attachments:
Bid Tabulation Sheet

Proposal Analysis
Reliable Roofing & Repairs, LLC Bid
CMS Roofing LLC Bid
Alternative Roofing Solutions Bid
Tarboro Community Center Re-Roof Bid Notice Addendum #1
Tarboro Community Center Re-Roof Bid Notice

5/20/2021
3:00 PM



Jasper County Bid Sheet

Roof Replacement Tarboro
Community Center

| Company Name | Address | Amount of Bid | Remarks/Total |
|---|---------|--|---------------|
| Belfor USA | | Metal \$ 54,144.12 Asphalt \$ 20,584.23 | |
| CMS Roofing LLC | | Metal 23,450.00 Asphalt 13,700.00 | |
| Alternative Roofing Solutions | | Metal \$ 29,650.00 Asphalt \$ 15,025.00 | |
| Madco Contracting & Consulting Services | | \$ 34,879.08 \$ 13,970.72 | |
| The Davis Co., Inc. | | Metal \$ 38,880.00 Asphalt \$ 24,400.00 | |

✓
✓

5/20/2021
3:00 PM



Jasper County Bid Sheet

Roof Replacement Tarboro
Community Center

| Company Name | Address | Amount of Bid | Remarks/Total |
|--------------|---------|---------------|---------------|
| Eric Stover | | \$ 9,182.00 | |
| | | Material | |
| | | \$ 14,222.00 | |
| | | | |
| | | | |
| | | | |
| | | | |

Proposal Analysis Tarboro Community Center Roof

| Price per Proposal | Scope of Work | Reliable Roofing & Repairs, LLC. | CMS Roofing LLC. | Alternative Roofing Solutions |
|--------------------|---|--|---|--|
| | | 17,220.00 | 23,450.00 | 29,650.00 |
| | Set up job site staging area for debris removal. | Yes | Yes | Yes |
| | Caution tape will be displayed around the dump truck/ waste disposal for safety | Yes | Yes | No |
| | Remove and disposal of existing shingles | Yes | Yes | Yes |
| | Install synthetic moisture barrier (underlayment) | Yes | Yes | Yes |
| | Install ice and water moisture barrier in valleys | Yes | Yes | Yes |
| | Install new pipe boots on plumbing extrusions | Yes | Yes | Yes |
| | Refresh walls and exhaust fancurbs, as needed | Yes | Yes | Yes |
| | Replace any damaged decking | Yes | Yes (additional cost for more than 2 sheets of decking) | Yes (additional cost \$75 per 4x8 sheet plywood) |
| | Install new 1 x 6 fascia where the existing is rotted away | Yes | Yes | No |
| | Ensure the area around the base of the building is clear of debris | Yes | Yes | Yes |
| | Install drip edge to the perimeter | Yes | Yes | Yes |
| | Warranty | 30 year material / 5 year contractor's | Lifetime material / 5 year contractor's | Lifetime material / 5 year contractor's |
| | Install gauge 26 exposed fastener metal roofing system | Yes (26) | No (29) | Yes (26) |
| | 30 year manufacturer's finish warranty | TBD | No | Yes |

Reliable Roofing & Repairs, LLC

Since 2005

General Contractor License #G114138
Specialty Roofing/Interior Renovations

Bid Proposal 21-BP052

Revised 6/16/2021

Project: Tarboro Community Center

Location: 347 Pinehaven Dr, Tillman, SC 29943

Today's Date: 5/19/2021

Scope of Work

Re-Roofing Building per Specs (Metal)

- Install metal drip edge to the perimeter
- Replace any damaged decking
- Install synthetic moisture barrier (underlayment)
- Install ice and water moisture barrier in valleys
- Install new pipe boots on plumbing extrusions
- Re-flash walls and exhaust fan curbs, as needed
- Install new 1x6 fascia where the existing is rotted away
- Ensure the area around the base of the building is clear of debris
- Install 26 gauge exposed fastener metal roofing system
- Display caution tape for work area safety
- Remove and disposal of existing shingles
- Remove and Re-install exhaust fans with the proper framing
- Lifetime and a 5-year contractor's warranty on workmanship
- 30 year manufacturer's finish warranty

PRICE: \$17,220.00.00 Labor and Materials

Please call Eric Stover at 803-354-0680 with any questions or concerns.

Acceptance of Proposal:

Customer

Date

Eric Stover

Reliable Roofing & Repairs

6/16/2021
Date

2409-A Neal Switch Rd, Camden, SC 29020
Phone: 803-354-0680 reliableroofingsc@gmail.com

Reliable Roofing & Repairs, LLC

Since 2005

General Contractor License #G114138
Specialty Roofing/Interior Renovations

Bid Proposal 21-BP052

Project: Tarboro Community Center
Location: 347 Pinehaven Dr, Tillman, SC 29943

Today's Date: 5/19/2021

Scope of Work

Re-Roofing Building per Specs (Metal)

- Install metal drip edge
- Replace any damaged decking
- Install synthetic felt underlayment
- Install 29 gauge exposed fastener metal roofing system
- Haul away all trash and debris

PRICE: \$14,220.00.00 Labor and Materials

Please call Eric Stover at 803-354-0680 with any questions or concerns.

Acceptance of Proposal:

Customer

Date

Reliable Roofing & Repairs

Date

2409-A Neal Switch Rd, Camden, SC 29020
Phone: 803-354-0680 reliableroofingsc@gmail.com



CMS ROOFING
 Corporate Office
 803-732-5558
 530 Vision Court
 Irmo, SC 29063

05/20/2021

Summerville Office
 843-732-5558
 195 Farmington Road B
 Summerville, SC 29486

Phone:

Company Representative
 D'Lynn- CMS Roofing
 Phone: (803) 732-5558
 dlynn@cmsofsc.com

Jasper County Tarboro Community Center
 370 Pinehaven Drive
 Tillman, SC 29943

Scope of work for Community Center

- 1 Set up job site staging area for debris removal. Caution tape will be displayed around the dump truck/waste disposal for safety.
- 2 Remove and disposal of existing shingles
- 3 Install Synthetic Moisture barrier (underlayment)
- 4 Install Ice and Water moisture barrier in valleys
- 5 Install new pipe boots on plumbing extrusions
- 6 Reflash walls and exhaust fan curbs, as needed
- 7 Install drip edge to the perimeter
- 8 Install a starter shingle around the perimeter
- 9 Replace up to 2 sheets of bad decking. Additional decking costs reflected on the quote form.
- 10 Install new 1 x6 fascia where the existing is rotted away.
- 11 Install new 30 year architectural shingles.
- 10 Fasten new roof system using 1.25" coil roofing nails

Ensure the area around the base of the building is clear of debris/nails to the best of the contractor's ability

Base Bid: \$ 13,700.00

Alternate bid to install a 5-vee, 29 gauge, metal roof over the existing shingles.

Alt Bid \$ 23,450.00

| | Price |
|----------|-------------|
| BASE BID | \$13,700.00 |
| Alt Bid | \$23,450.00 |



ALTERNATIVE ROOFING SOLUTIONS

Where the solution to your roofing needs is **ARS** to find..

5/20/2021

Attn: Tarboro Community Center
370 Pinehaven Drive
Tillman, Sc 29943

Proposal

We propose to furnish all materials, labor, equipment and supervision for the above-mentioned project for the following scope of work:

Scope: Remove & Replace Shingle Roof System

- I. Removal and complete disposal of existing roof system down to the existing wood deck.
- II. Removal and replacement of any damaged plywood found on existing wood deck at an additional rate of 75\$ per 4x8 sheet of plywood.
- III. Remove and Reinstall Exhaust Fans with the proper framing.
- IV. Furnish and install Felt Buster Synthetic underlayment over entire roof system.
- V. Furnish and install peel and stick ice and water shield to the valleys.
- VI. Furnish and install Architectural Asphalt shingles per manufacturer's recommended installation instructions.
- VII. Furnish and install new starter strip and ridge cap.
- VIII. Furnish and install new aluminum eave and rake edge trim along total perimeter of roof.
- IX. Furnish and install new pipe boot flashing for all pipe ventilation locations.
- X. Upon completion the owner shall receive a manufacturer lifetime warranty and a 5-year contractor's warranty on workmanship.
- XI. Jobsite will be left in a neat and orderly fashion.
- XII. Terms: Scheduled Billing

Total Investment.....\$15,025.00
Fifteen Thousand Twenty Five Dollars.....

Alternate 1: Remove & Replace Shingle Roof System with a 5V Crimp Metal Roof System

- I. Removal and complete disposal of existing roof system down to the existing wood deck.
- II. Removal and replacement of any damaged plywood at an additional rate of \$75 per 4x8 sheet of plywood.
- III. Remove and Reinstall Exhaust Fans with the proper framing.
- IV. Furnish and install Felt Buster Synthetic Underlayment to entire roof area.
- V. Furnish and install peel and stick ice and water shield to eaves, and valleys.
- VI. Furnish and install 26 Gauge 5V Crimp Metal Roof System and all associated trim as described in manufacturer's specifications and details.
- VII. Upon completion the owner shall receive a 5-year contractor's warranty on workmanship and a 30-year manufacturer's finish warranty.
- VIII. Jobsite will be left in a neat and orderly fashion.
- IX. Terms: Scheduled Billing

Total Investment.....\$29,650.00
Twenty Nine Thousand Six Hundred Fifty Dollars.....

We appreciate the opportunity to earn your business. We can assure you that quality of work is our primary focus and shall not be compromised on any and all projects.

Signature of Acceptance _____ **Date** _____

Highest Regards,
David Tilton Jr, Business Development
Alternative Roofing Solutions
326 Brown's Cove Rd. Suite E
Ridgeland, SC 29936
843-645-8377 office
843-575-3322 cell



JASPER COUNTY
SOLICITATION #2021-12
ADDENDUM #1
ROOF REPLACEMENT TARBORO COMMUNITY CENTER
May 5, 2021

This Addendum #1 is issued May 5, 2021 to add the following to the ROOF REPLACEMENT TARBORO COMMUNITY CENTER request for bids. Only the details of the Notice to Bidders listed below have been added or changed.

Scope of Work:

Alternate metal roof does not require the removal of the existing shingles.

Bid Requirements:

The following requirements are added to the bid requirements originally listed in the Notice to Bidders.

Bids should be submitted on company letterhead or on a document which provides Bidder name, address, phone number and other pertinent contact information.

Bids may be submitted via Vendor Registry or as a paper copy to the address listed in the original bid notice.

Bid security is required for all bids. Security shall be a bond provided by a surety company authorized to do business in the state of South Carolina, or the equivalent, in case, or otherwise supplied in a form satisfactory to the county. Bid security shall be an amount equal to at least five percent (5%) of the amount of the bid.

Insurance requirements are as follows:

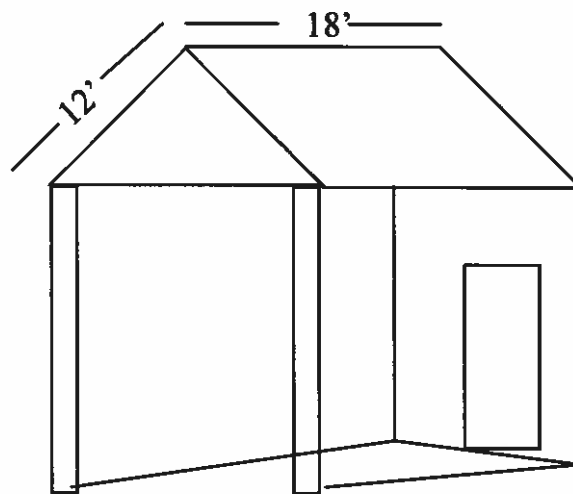
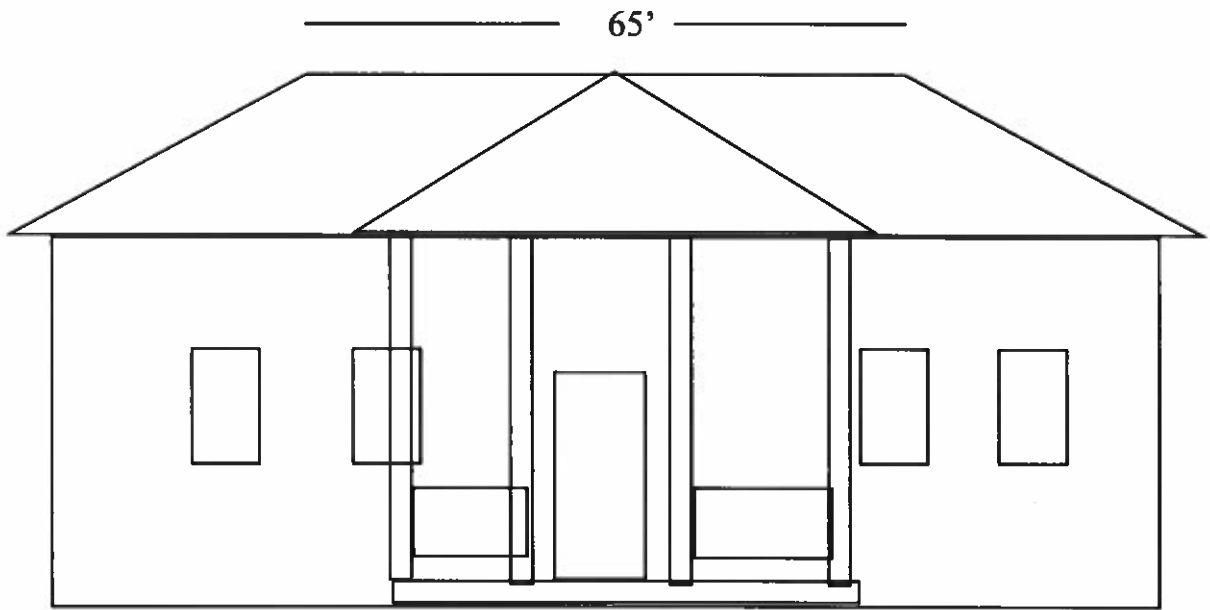
- A. Workers' Compensation - The vendor shall provide coverage for its employees with statutory workers' compensation limits, and no less than \$1,000,000.00 for Employers' Liability. Said coverage shall include a waiver of subrogation in favor of the OWNER and its agents, employees, and officials.
- B. Commercial General Liability - The vendor shall provide coverage for all operations including, but not limited to Contractual, Products and Completed Operations, and Personal Injury. The limits shall be no less than \$1,000,000.00, per occurrence, with a \$2,000,000.00 aggregate.
- C. Business Automobile Liability - The vendor shall provide coverage for all owned, non-owned and hired vehicles with limits of not less than \$1,000,000.00, per occurrence, Combined Single Limits (CSL) or its equivalent.

Pre-Bid Meeting:

A pre-bid meeting is scheduled for 11 AM, Thursday, May 13th at the Tarboro Community Center, 347 Pinehaven Drive, Tillman, SC 29943. The meeting is not mandatory; however, it is recommended that interested bidders attend.

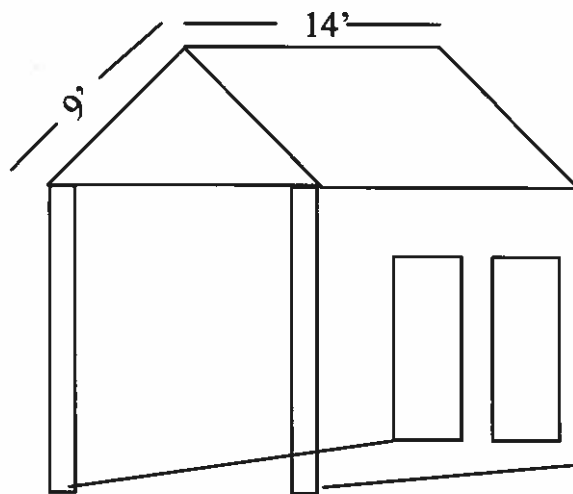
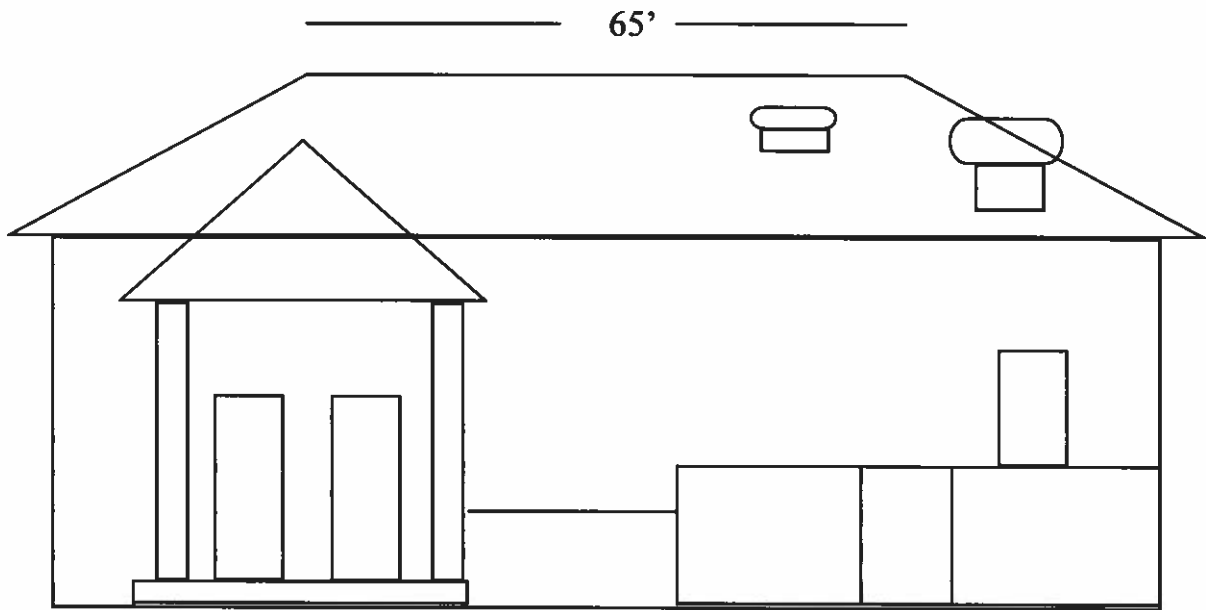
Additional bid documents have been issued that include pictures and views of the Community Center.

**Tarboro Center
(Front View from Street)**



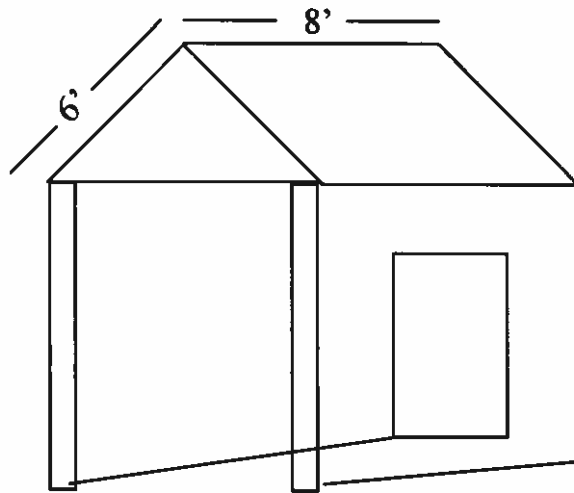
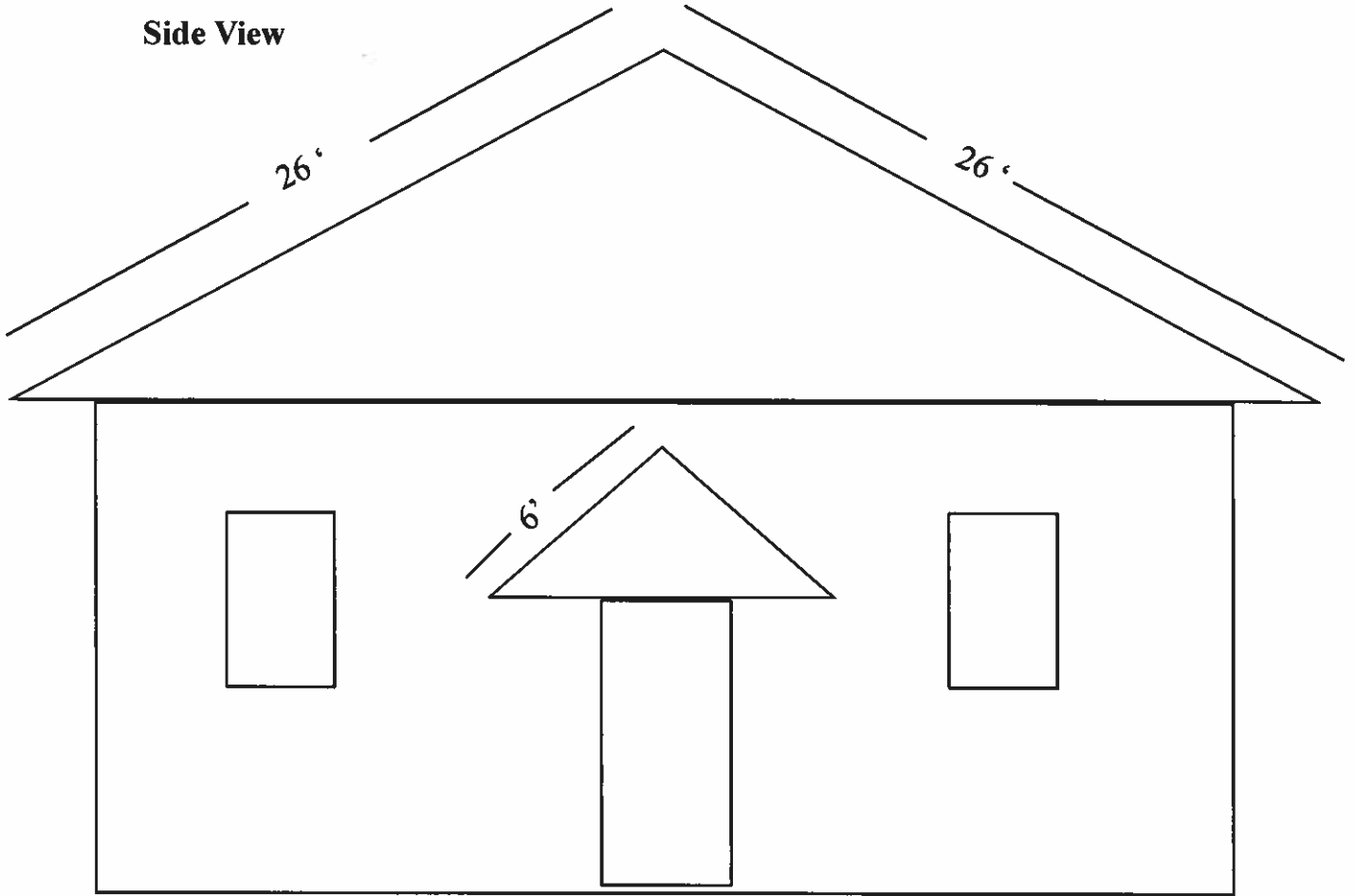
Front Porch

**Tarboro Center
(Back View from Street)**



Back Porch

Side View



Side Porch (on both sides)

**Tarboro Community Center
370 Pinehaven Dr., Tillman SC 29943**



Front View



Front / Right Side View



Back View



Left Side View



Top left exhaust vent



Bottom Right exhaust vent

NOTICE TO BIDDERS

Notice is hereby given that sealed bids will be received for a New Roof for the Jasper County Tarboro Community Center, by Jasper County, South Carolina, until the 20th day of May 2021 at 3:00 P.M. at which time all bids received timely will be opened.

If the County Government Building is closed to the public due to COVID-19, the bid opening will be held via Zoom. To be deemed "received" a bid may be submitted electronically through the County's Vendor Registry webpage to ensure that it remains sealed until the scheduled bid opening date and time or delivered to the Director of Administrative Services at the address below. A link to Jasper County's Vendor Registry webpage may be found under "What's New", Bids & Solicitations", on the County's website at www.jaspercountysc.gov.

Deliver hardcopies to the following address:

Kimberly Burgess
Director of Administrative Services
Jasper County
358 Third Avenue, Ste. 304
Ridgeland, SC 29936

The County's point of contact for this project is JOHNNY DAVIS, who can be reached at (843) 247-2582.

Description of Work:

Jasper County will be accepting bids to replace the roof for the Tarboro Community Center located at 370 Pinehaven Drive, Tillman, SC 29943. This building is approximately 40 x 60 feet with a 5:12 pitch roof.

Asphalt Shingles- Bid should include the removal and replacement of any damaged wood and replacement with thirty (30) year shingles.

Alternate—Replace the current roof with a metal roof.

Bid Requirements:

The successful bidder will be required to furnish to the Owner a Performance Bond and a Payment Bond (if the bid is greater than \$100,000), each in the amount of one hundred percent (100-percent) of the Contract Price. The successful bidder will also be required to provide a Certificate of Liability and Worker's Compensation.

Each Bidder must be qualified under the provisions of the most current State of South Carolina Contractor's Licensing Law Code. No bid will be considered unless the bidder is legally qualified under the provisions of the South Carolina Contractor's Licensing Law. By submitting a bid Bidder is certifying that it has independently determined that its licensure is adequate to authorize it to submit the bid. A copy of the contractor's license must be submitted with proposal. The successful bidder must also possess or obtain a business license for the town of Ridgeland.

All Bids will remain subject to acceptance for thirty (30) days after the day of the Bid opening. The County of Jasper (Owner) reserves the right to reject any or all bids, including without limitation the right to reject any or all nonconforming, non-responsive, unbalanced, or conditional Bids.

Owner also reserves the right to waive all informalities not involving price, time, or changes in the Work and to negotiate contract terms with the Successful Bidder.

Bidders on this work will be required to comply with the President's Executive Order No. 11246 and Order No. 11375 which prohibit discrimination in employment regarding race, creed, color, sex or national origin; Title VI of the Civil Rights Act of 1964, the Davis-Bacon Act, the Anti-Kickback Act, the Contract Work Hours and Safety Standards Act, and 40 CFR 33.240

Zoom Link for Bid Opening:

Topic: Roof Replacement Tarboro Community Center Bid Opening

Time: May 20, 2021 03:00 PM Eastern Time (US and Canada)

Join Zoom Meeting

<https://us06web.zoom.us/j/81762430095?pwd=Y2dBRis3RlRXdThWcURyRTIwa1Z5QT09>

Meeting ID: 817 6243 0095

Passcode: 784126

One tap mobile

+13017158592,,81762430095# US (Washington DC)

+13126266799,,81762430095# US (Chicago)

Dial by your location

+1 301 715 8592 US (Washington DC)

+1 312 626 6799 US (Chicago)

+1 929 436 2866 US (New York)

+1 253 215 8782 US (Tacoma)

+1 346 248 7799 US (Houston)

+1 669 900 6833 US (San Jose)

Meeting ID: 817 6243 0095

Find your local number: <https://us06web.zoom.us/j/81762430095>

AGENDA ITEM:

XII

New Business item C



Jasper County Finance Department

358 Third Avenue, Post Office Box 1149
Ridgeland, South Carolina 29936
Phone (843) 717-3692 Fax (843) 717-3626

Kimberly Burgess, CPA
Director of Administrative Services
kburgessn@jaspercountysc.gov

Jasper County Council Proposal Presentation Food Service for Detention Center

| | |
|------------------------|---|
| Meeting Date: | June 21, 2021 |
| Subject: | Proposals for provision of food service at the Jasper County Detention Center |
| Recommendation: | Accept proposal prepared by Summit Food Services, LLC (Summit) and to authorize the County Administrator to sign all applicable documents to award food service contract to Summit. |
| Submitted for: | Council to award Summit Food Service, LLC, the food services at the Jasper County Detention Center and to authorize the County Administrator to enter into an agreement for the provision of said services. |

Description: Jasper County advertised for proposals for the Provision of Food Services at the Jasper County Detention Center with a deadline of 2:00 PM May 6, 2021. Two proposals were received timely via Vendor Registry. The two proposers were Summit Food Services, LLC (the incumbent) and Trinity Services Group.

Summit Food Services, LLC has provided food service to the detention center for at least 21 years and during that time there have been very few, if any, complaints. The food service and quality have been exemplary. Summit provides food service to neighboring counties including Beaufort, Colleton, and Marlboro counties. Although, the cost per inmate for Summit is approximately 25% higher than that of Trinity, the Summit staffing hours are approximately 36% greater than that of Trinity, which provides a more consistent product and minimizes discontent among the inmates.

Recommendation: Staff has carefully reviewed the proposals and recommends that the Council award the contract for the Provision of Food Services at the Jasper County Detention Center to Summit Food Services, LLC, and to authorize the County Administrator to enter into an agreement with Summit.

Attachments:

Proposal Summary
Summit Food Services LLC Proposal
Trinity Services Group Proposal
Advertisement for Bid



REQUEST FOR PROPOSAL
RFP #2021-11
TO PROVIDE FOOD SERVICES
At the Jasper County Detention Center, Ridgeland SC
April 28, 2021

The Jasper County Council ("County") is accepting sealed proposals for the PROVISION OF FOOD SERVICES at the Jasper County Detention Center, 12008 N Jacob Smart Blvd, Ridgeland, SC 29936. The Jasper County Detention Center, ("JDC") houses both male and female detainees and some sentenced inmates, generally having sentences of less than 12 months. The average daily population of the Jail for the years 2019 and 2020 was 143 and 103, respectively. However, since July 2020 the average daily population is approximately 90. The proposal should be based on an average daily population of 90 for the next year.

To be considered a valid proposal, each organization submitting a proposal ("Proposer") must assure receipt by Jasper County of one original proposal and two duplicates at the following address not later than 2:00 p.m. local time, Thursday, May 20, 2021 at which time all bids received will be opened. However, due to the building closure to the public, the proposal opening will be held via Zoom (the link to the meeting is below.) To be deemed "received" a proposal must be submitted electronically through the County's Vendor Registry webpage to ensure that it remains sealed until the scheduled proposal opening date and time. A link to County's Vendor Registry webpage may be found under "What's New", "Bids & Solicitations", on the County's website at www.jaspercountysc.gov. Any bids submitted or delivered after the above time will not be accepted under any circumstances.

Proposals opening will take place in the Jasper County Council Chambers at the address below:

Jasper County Government Building
358 Third Avenue, 3rd Floor
Ridgeland, SC 29936

Proposers may submit questions via Vendor Registry.



REQUEST FOR PROPOSAL
RFP #2021-11
TO PROVIDE FOOD SERVICES
At the Jasper County Detention Center, Ridgeland SC
April 28, 2021

Proposals shall include the following information:

Operational Standards

- Quality and inventory control methods and standards
- Procedures for providing safe, sanitary, and secure food service management, including full direction of staff
- Procedures for dealing with inmate/staff complaints about food and minimizing the potential for inmate litigation
- Specific procedures that will be adhered to for the safe and sanitary handling and provision of all food products
- All proposals must meet or exceed existing grades and quality of food service being provided in the jail.
- Procedures for weekly billing/meal cost analysis and weekly inventory of food supplies
- Vendor's operational procedures for handling food service should onsite kitchen be rendered unusable – emergency situations, etc.

Policies and Procedures

- Proposals shall include the method vendor will follow in establishing and revising food service policies and procedures
- Prior to the final selection, proposers may be required to submit additional information that deems necessary to further evaluate the proposer's qualifications

Insurance

The vendor assumes all risks of direct and indirect damage or injury to the property of person(s) used or employed on or in connection with the work contracted for, and all damage or injury to any person or property, wherever located, resulting from any action, omission, commission, or operation under the contract, or in connection in any way with the contracted work.

- **Workers' Compensation**—The vendor shall provide coverage for its employees with statutory workers' compensation limits, and no less than \$1,000,000.00 for Employers' Liability. Said coverage shall include a waiver of subrogation in favor of the County and its agents, employees and officials.
- **Commercial General Liability** - The vendor shall provide coverage for all operations including, but not limited to Contractual, Products and Completed Operations, and Personal Injury. The limits shall be no less than \$ 1,000,000.00, per occurrence, with a \$2,000,000.00 aggregate.



REQUEST FOR PROPOSAL
RFP #2021-11
TO PROVIDE FOOD SERVICES
At the Jasper County Detention Center, Ridgeland SC
April 28, 2021

- Business Automobile Liability - The vendor shall provide coverage for all owned, non-owned and hired vehicles with limits of not less than \$1,000,000.00, per occurrence, Combined Single Limits (CSL) or its equivalent.
- Vendor agrees to protect, defend, indemnify, and hold harmless Jasper County; it's Commissioners, officers, agents, and employees from and against any and all liability incurred as a result of the work performed pursuant to the terms of this RFP.
- Failure to maintain insurance coverage as required will be grounds for immediate termination of the contract.
- Prior to commencing work or services under this contract, the supplier must furnish Jasper County with Certificates of Insurance as evidence that policies provide the required coverage.

Proposal Requirements

Proposals should be placed on company letterhead or on a document which provides the Proposer name, address, phone number and other pertinent contact information. The successful Proposer will be required to furnish a W-9 and a certificate of insurance as evidence of the required insurance coverage.

The preferred method of response to the RFP is via Vendor Registry. However, if the Proposer chooses to provide hard copies of the proposal they will be accepted via mail or in person at the delivery address below:

Kimberly Burgess, Director of Administrative Services
Jasper County
358 Third Avenue, Suite 304
P. O. Box 1149
Ridgeland, SC 29936

Right to Cancel or Reject

Jasper County is under no obligation to award this project to the proposed vendor offering the lowest fee. Jasper County is seeking a service solution, not a proposal meeting rigid specification. Jasper County reserves the right to select the vendor and award the contract based on the proposal that best meets its needs.

The County reserves the right to reject any or all Proposals, including without limitation the right to reject any or all nonconforming, non-responsive, unbalanced, or conditional Proposals. The County may cancel or reject any or all proposals in whole or in part when it is in the best interest of the County. The County also reserves the right to waive all informalities not involving price, time, or changes in the Work and to negotiate contract terms



REQUEST FOR PROPOSAL
RFP #2021-11
TO PROVIDE FOOD SERVICES
At the Jasper County Detention Center, Ridgeland SC
April 28, 2021

with the Successful Proposer.

All Proposals will remain subject to acceptance for thirty (30) days after the day of the Proposal opening

Right of Submitted Materials

All responses, inquiries, and correspondence about this RFP submitted by proposers shall become property of Jasper County when received.

Questions regarding RFP

Any questions concerning the submission of this proposal or any questions regarding the JDC functions may be submitted via Vendor Registry, a link to which is on the Jasper County website.

Contract Period

- The contract period will be for a one (1) year period, with an annual option to renew after the initial 1st year, up to four (4) years. The first contract period will run from July 1, 2021 to June 30, 2022.

Scope of Work/Services

- Vendor must deliver high quality food service in accordance with industry standards, meeting all applicable Federal, State, and Local guidelines, laws, and regulations.
- Vendor must operate the food service program with professionally trained staff, experienced in corrections. Vendor will provide all management, employee fringe benefits, food products and supplies necessary to provide food service for inmates three hundred sixty-five (365) days a year, seven (7) days a week.
- Vendor must operate the food service program in a cost-effective manner.

Food Requirements

The current meal service schedule is as follows:

Breakfast: 7:30am

Lunch: 11:30am

Dinner: 5:30pm

- Vendor must provide the following specifications for Jasper County; all inmates will receive three (3) hot meals per day.



REQUEST FOR PROPOSAL
RFP #2021-11
TO PROVIDE FOOD SERVICES
At the Jasper County Detention Center, Ridgeland SC
April 28, 2021

- Vendor must serve all meals at appropriate temperatures and in a palatable manner.
- Meals should be visibly pleasing and include condiments where indicated.
- Court sack lunches to be accounted for.

Menu Specifications

Menu Cycle

- Vendor shall submit a four (4) week cycle menu.
- Each Week will include twenty-one (21) meals
- No proposal will be considered that does not provide the menu upon which the cost of service is calculated together with the “as served” portion sizes of each menu item.

Menu Description

- Menus submitted in the proposal must include clearly defined descriptions of food items.
- All menu items must be listed in “as served” portions which clearly indicate weight or volume measurements.
- Entrée items, including casseroles, must be cooked weight measurements.

Balanced Menu Planning Requirements

- The menu shall be planned with products and recipes with proven inmate acceptability.
- A variety of food flavors, textures, temperatures, and appearances shall be used.
- Milk 2% must be served at a minimum of two (2) times per week.
- PC Condiments must be served as indicated per meal. Example... ketchup, mustard, syrup, jelly, etc.
- Alternative menus will not be accepted.
- Protein must be served daily at breakfast.
- Current meal pattern is Hot/Hot/Hot

Nutritional Requirements

- Inmates are to receive a weekly average of 3,000 calories per day.
- A Registered Dietitian shall certify the inmate menu in the proposal with a signed nutritional compliance statement for the age and sex of the population. A copy of the dietician's ADA registration card shall be submitted with the proposal.



REQUEST FOR PROPOSAL
RFP #2021-11
TO PROVIDE FOOD SERVICES
At the Jasper County Detention Center, Ridgeland SC
April 28, 2021

Types of Meat

- No use of textured vegetable proteins.
- Fried chicken quarters required twice monthly.

Holiday Meals

- Vendor shall include in the proposals, their policies for serving special meals on holidays.
- At least three (3) holiday meals shall be provided annually. These include 4th of July, Thanksgiving, and Christmas.
- All such meals will be provided at the standard contract rates.

Medical and Religious Diets

- The vendor shall provide, religious and medical diets and medical snacks, conforming to special religious or physician-ordered specifications.

Plan for Product Wholesomeness

- All food items will be purchased from facilities and manufacturers that meet all applicable Federal and State regulations for food safety and use only industry "best practices" to assure wholesomeness and maintain appropriate liability insurance on their products.
- Proposer will include in the proposal its specific plan for maintaining safe and wholesome food in the facilities operated by its jurisdiction.

Documentation of Meals Served

- Vendor shall outline procedures used to assure all meals will be served at appropriate temperatures and in a manner that makes them palatable, neat, and visibly pleasing.
- Standardized recipes with portion yield data for all items shall be available and utilized.

Emergency Preparedness

- The vendor must provide a written plan as part of the proposal utilizing frozen meals prepared for inmates and staff in case of a mechanical, manmade or weather incident that creates an inoperability of the jail kitchen.

Staff Requirements



REQUEST FOR PROPOSAL
RFP #2021-11
TO PROVIDE FOOD SERVICES
At the Jasper County Detention Center, Ridgeland SC
April 28, 2021

Staffing Plan

- Employees required minimum of one (1) manager and three (3) staff must be assigned to oversee and supervise all aspects of the food service operation.
- Inmates may be provided, as the vendor requires, subject to approval of the Director and availability of trustees.
- Proposer will provide an organizational chart and job descriptions for all professional and inmate staff with their proposal, including number of inmates required per shift.
- Inmate may be used for the preparation of food, delivery of meals, and general sanitation and cleaning.
- Vendor agrees to train and supervise inmate staff, subject to the overall control of Jasper County.
- Vendor is responsible for all wages, salary benefits and overtime payments to its staff.
- Vendor to supply a detailed wages and labor schedule regarding all vendor staff.
- Proposal should include pricing with inmate staff and pricing without inmate staff.
- Food Handler Cards are required for all staff.

Credentials of Vendor Staff

- Vendor will include a description of the qualifications of the Food Service Director they plan to place in the facility.
- Vendor will agree that its employees assigned to duty at the Jail shall submit to periodic health examinations at least as frequently and as stringently as required by law and agrees to submit satisfactory evidence of compliance with all health regulations to the County, upon request.

Clearance Requirements

- All employees must comply with the Department's written policy and procedures relating to facility security.

Supervision of Inmates and Paid Staff

- The vendor shall provide training in food service delivery and management. The proposal shall outline what the training will entail.
- Inmates are not permitted to supervise other inmates.



REQUEST FOR PROPOSAL
RFP #2021-11
TO PROVIDE FOOD SERVICES
At the Jasper County Detention Center, Ridgeland SC
April 28, 2021

Uniforms for Vendor Staff

- Uniforms must be professional, neat, and distinguish the vendor's staff from the inmate population, employees, and visitors.

Complaints

- Complaints must be processed daily.
- Trained food service personnel shall act upon all complaints in a timely manner.

Vendor Service Requirements

- Purchase and safely manage all consumable supplies and food products that are required for food service operation. These supplies and food products shall remain property of the vendor.
- Vendor will be responsible for routine cleaning and housekeeping of food service preparation, service and storage areas and will, on a continuing basis, maintain standards of sanitation required by state and/or local regulations.
- Inspections of kitchen facilities by County and State health agencies must achieve satisfactory ratings.
- Chemicals will be provided by vendor.
- Vendor shall keep full and accurate records of sales and meal counts. Records shall be available for auditing by the County at any time during regular working hours.
- Vendor shall return to the county, at the expiration or termination of the contract, the food service premises, and all equipment furnished by Jasper County in the condition in which it was received, except for ordinary wear and tear.

Vendor Qualifications

To be considered for award of this contract, the Vendor must meet the following qualifications:

- Vendor must be organized for the purpose of providing institutional and/or volume food service and must have five (5) years previous correctional feeding experience with proven effectiveness in administering large scale food service programs.
- Vendor must have proven ability for contract start-up date by the 1st day of July 2021.
- Vendor must have qualified and trained staff with enough back up personnel to successfully complete the contract requirements. Personnel must include a full-



REQUEST FOR PROPOSAL
RFP #2021-11
TO PROVIDE FOOD SERVICES
At the Jasper County Detention Center, Ridgeland SC
April 28, 2021

time corrections-experienced Registered Dietitian available for menu development.

References

Proposer should provide three (3) current municipality contracts in South Carolina containing 300 inmates or less, and include the following information:

- Client Name
- Date of original contract
- Type of contract
- Name and location of Facility
- Name of facility contact, phone number, and email address

Responsibilities of Jasper County

Jasper County shall be responsible for and provide:

- Accurate and timely orders for the number of meals to be served to inmates within two (2) hours of the time for meals to be served.
- Maintain kitchen appliances, small wares, and equipment owned by the county.
- Adequate ingress and egress to all production areas.
- County will supply the background check for the vendor's staff.
- Heat, light, ventilation, and all other utilities.
- Local telephone service, for business related calls, will be provided to the vendor at no charge.
- Extermination services and removal of garbage from loading dock areas.
- General maintenance to the building structure including, but not limited to, gas, water, sewer, lighting, air conditioning, duct work, and floor coverings. Day-to-day cleaning operations of the kitchen is included.
- Adequate preparation, storage, and equipment holding areas.
- Adequate number of inmates, when available, for kitchen duties.
- Security, control, and limitation of inmate movement into and from the food service area, including physical security of employees, suppliers, and other authorized visitors.

Pricing

- There must be no hidden charges.
- Price per meal shall be guaranteed for a period of one (1) year unless there is a change in the scope of services, at which time the parties must negotiate a



REQUEST FOR PROPOSAL
RFP #2021-11
TO PROVIDE FOOD SERVICES
At the Jasper County Detention Center, Ridgeland SC
April 28, 2021

mutually agreeable price increase, after the first year an increase may be negotiated as needed.

- Invoice totals shall be determined by multiplying the actual meals served each day by the contract price for the number and type of meal.

Licenses/Fees/Taxes

- Vendor shall secure and pay all Federal, State, and Local licenses, permits, taxes and fees required for the operation of food services.

Zoom Link to Proposal Opening:

Topic: Food Service for Jasper County Detention Center Proposal Opening
Time: May 20, 2021 02:00 PM Eastern Time (US and Canada)

Join Zoom Meeting

<https://us06web.zoom.us/j/82310002343?pwd=dUZxYXpZVEkyMW9Lcm5HNEpEY3JQUOT09>

Meeting ID: 823 1000 2343

Passcode: 238644

One tap mobile

+13126266799,,82310002343# US (Chicago)

+19294362866,,82310002343# US (New York)

Dial by your location

+1 312 626 6799 US (Chicago)

+1 929 436 2866 US (New York)

+1 301 715 8592 US (Washington DC)

+1 346 248 7799 US (Houston)

+1 669 900 6833 US (San Jose)

+1 253 215 8782 US (Tacoma)

Meeting ID: 823 1000 2343

Find your local number: <https://us06web.zoom.us/j/82310002343>

AGENDA ITEM:

XII

New Business item D



Jasper County Finance Department

358 Third Avenue, Post Office Box 1149
Ridgeland, South Carolina 29936
Phone (843) 717-3692 Fax (843) 717-3626

Kimberly Burgess, CPA
Director of Administrative Services
kburgess@jaspercountysc.gov

Jasper County Council Consideration of Cyber Security Proposal

| | |
|------------------------|--|
| Meeting Date: | June 21, 2021 |
| Subject: | Consideration of Cyber Security Proposal |
| Recommendation: | Accept GlobalKynect Solutions proposal for Cyber Security Support and enter into a three year contract with GlobalKynect Solutions for the agreed upon services. |
| Submitted for: | Accept GlobalKynect Solutions proposal for Cyber Security Support and enter into a three year contract with GlobalKynect Solutions for the agreed upon services. |

Description: Jasper County sought proposals from cyber security firms for a proposal to provide cyber security support to the County. The State Law Enforcement Division (SLED) previously recommended that the County hire a cybersecurity expert, however, the IT Director, was unable to fill the position. Therefore, to provide the needed cyber security support, the IT Director sought proposals from third-party cyber security providers. Three proposals were received. The GlobalKynect Solutions proposal provides the needed services at the best price of \$170,000 annually.

Recommendation: Staff recommends that the Council accept GlobalKynect Solutions proposal for Cyber Security Support and enter into a three year contract with GlobalKynect Solutions for the agreed upon services.

Attachments:

GlobalKynect Contract
GlobalKynect Proposal
Transcendence, Inc. Proposal
TPA, LLC Proposal



Contract For Services

GlobalKynect Solutions, LLC (GKS) is a veteran own cyber security company that provides a thorough analysis of an organization's infrastructure, technical, administrative and managerial controls, validation of systems and security compliance against Federal and industry standard for protecting the availability, confidentiality and integrity of their data.

GKS has combined experience of over 80 years of expertise in Cyber Security operations with active top-level security clearances. Benefits of selecting GKS for this Information Technology (IT) Project include:

- Cost effective IT/Cyber Security solutions**
- Deep domain knowledge and expertise in implementing and managing Cyber Security Solution**
- Talented team of Cyber Security engineers with impeccable references and past performance in DoD, civilian and military service**

GKS Cyber Security and Information Technology firm is pleased to provide this Cyber Security support contract to Jasper County, SC located 198 2nd Avenue Ridgeland, SC 29936. The Cyber Security project hereinafter referred to as "Cyber Security Project JASPER COUNTY, SC."

By the signature of the Jasper County (JC), authorized representative hereunder, this three (3) year Cyber Security contract constitutes GKS's formal offer to provide the services and/or deliverable described herein, and Jasper County's acceptance of the offer.

1. Executive Summary

GKS initial discussion revealed that JC has never conducted an in-depth vulnerability assessment or pen test performed against implemented Information Systems (IS) protection controls, which through discussion revealed the potential cyber security and privacy protection risk.

The JC Information Systems IS host sensitive and contains personal identifiable information (PII) such as social security numbers; financial and contractual information.

GlobalKynect previous site visit revealed potential cyber security threats may exist due no continuous monitoring and vulnerability assessments of network assets and mitigation program. GlobalKynect purpose to assess and implement a cyber security program to identify cost base security solutions to harden Jasper County systems and information.



GKS can provide cyber security support in hardening JC identified core areas of concern. The Cyber Security Project Plan would create and foster a robust security architecture and Cyber Security Program while mitigating potential legal liabilities and data exposure. GKS can provide guidance in implementing a roadmap to develop administrative, technical and operational protection countermeasures:

Jasper County, SC has identified a need for Cyber Security and has requested a qualified cyber security support services to perform the statement of work defined in Task 1 and 2 of this proposal.

2. Statement of Work

GKS will provide the following services in support of the JC Cyber Security Program:

Task 1: Jasper County Cyber Security Program –

| Deliverable | Type | Date |
|---|----------------|---|
| Network Boundaries and segment | Administrative | Within 30 days of award; and after as required |
| *Vulnerability Assessment Reports | Technical | 10 th of each month |
| Security Control Traceability Matrix (SCTM) | Administrative | Within 30 days of award; and after as required |
| Continuous Monitoring Plan | Administrative | Within 4 months of award; and after as required |
| Incident Response Plan | Administrative | Within 60 days of award; and after as required |

*** JC shall procure Tenable Nessus Security Center, Vulnerability Tool**



Task 2: Information System(s) Cyber Security Plan-

| Deliverable | Type | Date |
|----------------------------------|----------------|---|
| *SC Cyber Security Polices | Administrative | Within 6 months of award; and after as required |
| System Security Plan (SSP) | Administrative | Within 6 months of award; and after as required |
| Continuous Monitoring Plan | Administrative | Within 4 months of award; and after as required |
| Continuous Monitoring Assessment | Technical | 1rd of protection controls annually of 3 yrs |

****Assumption: GKS has received updated Network diagrams and State and local governance material***

3. Standards of Performance

GKS agrees to perform the below services in accordance with generally accepted industry standards and standard of care GKS's services are limited to its completion of the tasks and activities listed in Task 1 and 2, Statement of Work, and are in no way intended to guarantee or warrant compliance with any applicable law, regulation, policy or other requirement that may apply to Jasper County, SC's business. Jasper County, SC agrees that GKS shall not be responsible for any contractual or other legal action that may arise or relate to Jasper County, SC's IT assets or information systems other than breach of contract for failure to provide the deliverables set forth in Task 1 and 2, Statement of Work in accordance with generally accepted industry standards and standard of care.

4. Pricing

a. The total estimated price for the Cyber Security Program Project is \$170000 per year. The total estimated annual hours per year is 1920 hours. GKS will document the expenditure of hours and bill accordingly. GKS reserves the right to charge for additional hours beyond the estimated hours at the rate of \$88.54 hour in the event one of the following conditions occurs: JASPER COUNTY, SC requests additional scope items not set forth in Task 1 and 2, above; or JASPER COUNTY, SC discloses or GKS discovers a condition in



JASPER COUNTY, SC's existing systems that increases the cost or time to perform scope items set forth in Task 1 and 2 by more than 15% of the original estimate.

Any increase shall be discussed with and approved by Jasper County before undertaking the additional work.

b. The Cybersecurity Project payment terms are NET 30. Twelve (12) total payments will be made by Jasper County, SC. The payments will be disbursed quarterly and payable in U.S. Dollars. The payment schedule is as follows:

2021 Payment Schedule

| | |
|--|----------------|
| 1 st payment due July 2021 | <u>\$42500</u> |
| 2 nd payment due October 2021 | <u>\$42500</u> |

2022 Payment Schedule

| | |
|--|----------------|
| 3 rd payment due January 2022 | <u>\$42500</u> |
| 4 th payment due April 2022 | <u>\$42500</u> |
| 5 th payment due July 2022 | <u>\$42500</u> |
| 6 th payment due October 2022 | <u>\$42500</u> |

2023 Payment Schedule

| | |
|---|----------------|
| 7 th payment due January 2023 | <u>\$42500</u> |
| 8 th payment due April 2023 | <u>\$42500</u> |
| 9 th payment due July 2023 | <u>\$42500</u> |
| 10 th payment due October 2023 | <u>\$42500</u> |

2024 Payment Schedule

| | |
|---|----------------|
| 11 th payment due January 2024 | <u>\$42500</u> |
| 12 th payment due April 2024 | <u>\$42500</u> |

*Based upon submission of documentation confirming the hours expended
All payments will be invoice by GKS 5 days prior to the due dates listed above.

Jasper County, SC will be responsible for any and all other direct costs/expenses incurred in support of this cyber security project, including reasonable expenses for pre-approved travel. If travel is required, travel time will be billed at half of the above stated hourly rate. The pricing provided herein is exclusive of sales or use tax, and if such tax is found to be applicable, GKS will be responsible for such as a cost of doing business.

Jasper County, SC will be responsible for any and all software and hardware (Laptop) cost associated with this cyber security project.



GKS shall charge Jasper County, SC interest on all late payments at the prevailing statutory rate; payments shall be deemed late after the expiration of five business days from the date a properly documented invoice is received by Jasper County, with four business days being added if the invoices are delivered by US Postal Service, exclusive of the day of mailing. GKS shall have the right to terminate service if Jasper County, SC has failed to pay any invoice within thirty (30) days of receipt.

GKS shall be entitled to recover any and all costs associated with collecting any unpaid invoice, including but not limited to, reasonable costs and attorneys' fees. Client agrees to pay all fees specified on each schedule identified above. All payments shall be made in U.S. dollars and will be invoiced to Jasper County, SC in accordance with the four schedule payments with documentation of hours.

5. Term and Termination of this Agreement

a. Unless terminated earlier in accordance with (b) below, the initial term of this Agreement shall commence on July 1st, 2021 Effective Date and Terminate thirty-six (36) months thereafter.

b. Either party may terminate this Agreement (including any and all schedules) at any time if the other party: (i) fails to cure any material breach of this Agreement within thirty (30) days after receiving written notice of such breach. Termination is not an exclusive remedy and the exercise by either party of any remedy under this Agreement will be without prejudice to any other remedies it may have under this Agreement, by law, or otherwise.

c. Termination for convenience: Jasper County, SC may terminate this contract for convenience by a written notice to GKS. The notice of termination may be expedited by means of electronic communication, provided a written copy of the communication is mailed to GKS within 24 hours of the electronic communication. When the notice is mailed, it shall be sent by certified mail, return receipt requested. If Jasper County, SC arranges for hand delivery of the notice, a written acknowledgment shall be obtained from GKS. The notice shall state-

- (1) That the contract is being terminated for the convenience of Jasper County;
- (2) The effective date of termination;
- (3) The extent of termination; and
- (4) Any special instructions;

After receipt of the notice of termination, GKS shall comply with the notice and the termination clause of the contract, except as otherwise directed by Jasper County, SC. GKS shall-



(a) Stop work immediately or as directed by Jasper County on any the terminated portion of the contract and stop placing subcontracts, if any, thereunder;

(b) Terminate all subcontracts, if any, related to the terminated portion of the prime contract as directed by Jasper County;

(c) Immediately advise Jasper County, SC of any special circumstances precluding the stoppage of work;

(d) Perform the continued portion of the contract, if any, as directed by Jasper County through the termination date; and

(e) be entitled to receive that pro-rated portion of the quarterly payment of the annual cost of the contract, and if there shall be any partial payment due for the next partial quarter, Jasper County shall pay such on the termination date; likewise, should there be any portion of a quarterly payment due to be refunded to the County, GKS shall promptly remit such to Jasper County on the Termination Date.

6. Limited Warranty

Subject to Task 1 and 2, above, GKS will provide service support on all work described in Task 1 and 2, Statement of Work, for a period of ninety (90) days following the completion date. This does not cover: (i) claims related to warranties, representations, or other obligations specifically excluded in Task 1 and 2, above; or (ii) warranties from third parties (Hardware, Software and Licenses); however, GKS will facilitate such on behalf of Jasper County, SC with their approval to do so within the 90-day warranty that GKS has agreed to provide.

GKS shall have no obligation with respect to a warranty claim: (i) if notified of such claim after the Warranty Period or (ii) if the claim is the result of third-party hardware or software, the actions of Jasper County, SC or some other party or is otherwise caused by factors outside the reasonable control of GKS.

7. Disputes and Limitation on Damages

Any claim or dispute arising out of or relating to any breach of this agreement shall be decided by a court of competent jurisdiction in the state of South Carolina. Such disputes shall be decided under the laws of South Carolina without reference to the state of Virginia laws. In the event Jasper County, SC were to prevail in litigation against GKS for breach of this Agreement or any warranty contained therein, GKS's total liability for such breach(es) shall include only actual damages, not consequential or speculative damages, and reasonable attorney's fees and costs as may be awarded by the court.



8. Confidential and Proprietary Information

Each party agrees that all know-how, business, technical and financial information it obtains ("Receiving Party") from the disclosing party ("Disclosing Party") constitute the confidential property of the Disclosing Party ("Confidential Information"), provided that it is identified as confidential at the time of disclosure or should be reasonably known by the Receiving Party to be Confidential Information due to the nature of the information disclosed and the circumstances surrounding the disclosure.

Except as may be necessary to perform its obligations under this Agreement, the Receiving Party will hold in confidence and not use or disclose any Confidential Information. The Receiving Party's nondisclosure obligation shall not apply to information that: (i) was known to it prior to receipt of the Confidential Information; (ii) is publicly available; (iii) is rightfully obtained by the Receiving Party from a third party; (iv) is independently developed by employees of the Receiving Party; or (v) is required to be disclosed pursuant to a regulation, law or court order.

Any templates, schematics, processes or technical documentation provided by GKS shall be deemed Confidential Information and proprietary information of GlobalKnect without any marking or further designation. Jasper County, SC may use such information solely for its own internal business purposes. GKS shall maintain the confidentiality of information in its possession regarding individual protected health information in accordance with applicable law, and shall not release such information, to any other person or entity, except as required by law.

In the event either Party discloses Confidential Information in violation of this Subsection, such disclosing Party shall be liable to the non-disclosing party for any and all losses, costs, expenses, and damages arising directly from such violation. This provision shall survive the expiration or termination of this Agreement.

9. Intellectual Property

Each party represents that it may utilize or develop intellectual property in connection with the performance of this Agreement, including but not limited to inventions, patents, trade secrets, copyrights, and trademarks. Such intellectual property shall remain the exclusive property of the originating party. Neither Party is authorized to develop works embodying intellectual property pursuant to this Agreement. Notwithstanding the foregoing, in the event of joint inventions, the parties shall establish their respective rights by negotiating between themselves.



Neither the execution and delivery of this Agreement, nor the furnishing of any proprietary information by either party shall be construed as granting to the other party either expressly, by implication, estoppel, or otherwise, any license under any intellectual property right hereafter owned or controlled by the party furnishing same.

10. Integration, Waiver, Severability

This Agreement, including any and all attachments and schedules attached hereto, constitutes the full and complete understanding and agreement between Jasper County,

SC and GKS and supersedes all prior or contemporaneous negotiations, discussions or agreements, whether written or oral, between the parties regarding the subject matter contained herein. Any waiver, modification or amendment of any provision of this

agreement will be effective only if in writing and signed by both Jasper County, SC and GKS. No failure on the part of either party to exercise, and no delay in exercising, any right, remedy, or power under this Agreement shall operate as a waiver. Nor shall any single or partial exercise of any such right; remedy or power preclude any other or further exercise of any other right, remedy, or power.

In the event that any term or provision of this agreement shall be held to be invalid, void, or unenforceable, then the remainder of this agreement shall not be affected, impaired, or invalidated, and each such term and provision of this agreement shall be valid and enforceable to the fullest extent permitted by law.

11. Assignment

Neither Party shall assign, transfer, or subcontract all or any portion of this Agreement or any of its obligations hereunder without the other party's express, prior written permission. Any assignment in violation of this provision shall be null and void and unenforceable against the non-assigning party.

12. Authorized Agreement

The Parties hereby warrant that they have reviewed this agreement, agree to be bound thereby, and that the individuals executing this agreement are duly authorized to bind each part in contract.



SIGNATURES BEGIN ON FOLLOWING PAGE



ACCEPTED BY:

JASPER COUNTY, SC

INFORMATION TECHNOLOGY DEPARTMENT

Name: Barbara B. Clark

Signature: _____

Title: Jasper County Council Chair

Date: June 7th, 2021

ACCEPTED BY:

GLOBALKYNECT SOLUTIONS, LLC

Name: Antonio Johnson

Signature: _____

Title: President and CEO

Date: June 7th, 2021

Please sign upon acceptance of this agreement. Thank you for your business

**Cyber Security Project
for
Jasper County
Information
Technology
Department**

03/02/2021; 10:00 PM ET



PROPOSAL

Submitted to:

**Jasper County
198 2nd Avenue
Ridgeland, SC 29936**

Point of Contact:

**Earl Bostick
Director of Information
Technology Department**

Submitted by:

**Transcendence, Inc.
60 Commerce Street, Suite 1240,
Montgomery, AL 36104**

Authorized Representative:

**Name, Title Leland Talbert, President/CEO
Email: Leland.Talbert@transcend-inc.com
Phone: 334-414-4266**

This proposal includes data that shall not be disclosed outside Jasper County and shall not be duplicated, used, or disclosed - in whole or in part - for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of - or in connection with - the submission of this data, Jasper County shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit Jasper County's right to use information contained in the data if it is obtained from another source without restriction. The data subject to this restriction are contained on all pages that follow.



03/02/2021

Jasper County
ATTN: Jasper County Information Technology Department
198 2nd Avenue
Ridgeland, SC 29936

Subject: Proposal for Cyber Security Project, Jasper County, South Carolina

Dear Mr. Earl Bostick (Director of Information Technology Department):

As an accomplished small business with more than 16 years of experience providing a broad range of information technology and cyber security support services to public sector and commercial clients, Transcendence is pleased to submit our proposal to Jasper County.

Transcendence offers the ideal combination of project management experience, cyber security expertise, and innovation to deliver the necessary services to elevate Jasper County's Cyber Security Program and protect Jasper County against cyber threats. As evidenced by our proposal, Transcendence has the requisite experience to fulfill the requirements to support Jasper County's Security Program.

Our proposal complies with all requirements and provisions discussed with Jasper County. Our proposal commits to a minimum acceptance period of 180 calendar days from the proposal submission date.

As Transcendence's President/CEO, and the authorized representative who can obligate Transcendence and negotiate on the company's behalf, I can be reached by telephone at 334-414-4266 or via email (leland.talbert@transcend-inc.com). My contact information, including my address, is provided on the cover page of our proposal. I encourage you to contact me directly if you have any questions concerning our proposal or our capability to perform.

Transcendence's leadership and staff welcome the opportunity to support Jasper County's Cyber Security Program and protect the County's sensitive information and data.

Sincerely,

Leland Talbert
President/CEO



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2. **Scope of Work** 1

3. **Pricing**..... 2



TECHNICAL AND PRICE PROPOSAL FOR THE CYBER SECURITY PROJECT

1. Introduction

Transcendence Inc. was founded by a military veteran with more than 15 years of Fortune 100 experience in the areas of project management, telecommunications, information technology, and cyber security. Transcendence provides efficient and cost-effective professional solutions to federal, state, local agencies and commercial businesses. The Department of Defense, Defense Information Systems Agency (DISA), the Department of Veterans Affairs, US Air Force and the US Army are among the organizations that have benefited from Transcendence’s superior services. As a recipient of the Defense Logistics Agency’s (DLA) SDVOSB Award for Outstanding Readiness Support, we are committed to the timely delivery of reliable products and services. Leveraging our extensive experience in cyber security, Transcendence is committed to providing Jasper County the services outlined in the following subsection.

2. Scope of Work

Transcendence will provide the services required to protect Jasper County’s Information Systems environment against cyber security threats. These services include but are not limited to protecting users themselves, networks, devices, all software, processes, information in storage or transit, applications, services, and systems that can be connected directly or indirectly to the County’s network and systems. To provide the cyber security support that Jasper County requires, we will perform the tasks and provide the associated deliverables outlined in Exhibit 1.

Exhibit 1. Required Tasks and Deliverables

| Task(s) | Associated Deliverables | Due Date/Frequency |
|--|--------------------------------------|--|
| Task 1: Jasper County Cyber Security Program | Network Boundaries and Segment | 30 days after contract award (ACA) and as required |
| | Vulnerability Assessment Reports | The 10 th day of each month ACA |
| | Security Control Traceability Matrix | Within 30 days ACA and as required |
| | Incident Response Plan | Within 60 days ACA and as required |
| Task 2: Information System(s) Cyber Security Plan | Continuous Monitoring Plan | Within 4 months ACA and as required |
| | Continuous Monitoring Plan | Within 4 months ACA and as required |
| | SC Cyber Security Policies | Within 30 days ACA and as required |
| | System Security Plan (SSP) | Within 6 months ACA and as required |
| | Continuous Monitoring Assessment | Annually |

All services above will be provided in accordance with Jasper County’s Cyber Security Program; applicable State (SC) and County policies, regulations, and documents; and industry best practices and industry accepted standards. We will provide services and deliverables in accordance with mutually agreed upon timelines and performance established by Jasper County.



3. Pricing

Exhibit 2 presents Transcendence’s estimated pricing as well as payment terms for the performance of services outlined in Section 2.

Exhibit 2. Pricing and Payment Terms

Estimated Pricing and Contract Payment Terms

| | | |
|----------------------|---|---|
| Total Price | \$195,000.00 US Dollars | |
| Level of Effort | 1,920 hours per year | |
| Payment Schedule | Year 2021 (July and October) | Two Quarterly Payments of \$97,500,000 |
| | Year 2022 (January, April, July, and October) | Four Quarterly Payments of \$48,750 |
| | Year 2023 (January, April, July, and October) | Four Quarterly Payments of \$48,750 |
| | Year 2024 (January and April) | Two Quarterly Payments of \$97,500,000 |
| Invoicing Schedule | Quarterly (5 days after the end of each quarter) | |
| Payment Terms | Net 30 days | |
| Applicable Late Fees | 3% accrued on a monthly basis | |

Transcendence is willing to provide work outside of, and in addition to, the scope of the tasks outlined in Section 2 of our proposal for an additional cost to be negotiated. Our offer is valid for 180 days.

We look forward to working in partnership with Jasper County to protect your organization from current cyber threats and to proactively mitigate future risks.

Jasper County (JC) Cyber Security Project Proposal

Recipient:

Jasper County, SC
ATTN: Mr. Earl Bostick
(Information Technology
Department)
198 2nd Avenue
Ridgeland, SC 29936

Offeror:

Company TPA, LLC
ATTN: Kenneth L Williams
8420 Bearhurst Dr
Gainesville VA 20155
Tel. (703) 615-7166
Email: onyma@tpa-cyber.com



March 25th, 2021

This proposal includes data that shall not be disclosed outside Jasper County and shall not be duplicated, used, or disclosed for any purpose other than to evaluate this proposal.

March 25th, 2021

Jasper County, SC
ATTN: Information Technology Department
198 2nd Avenue
Ridgeland, SC 29936

Dear Mr. Earl Bostick

TPA, LLC is pleased to submit a proposal for Jasper County's (JC's) requirement Cyber Security Project. Our proposal offers all services required to provide JC the cyber security support services from vulnerability assessment to incident response.

With 25+ years of experience providing cyber security and information assurance services, TPA, LLC is well-qualified to perform the following tasks required by JC:

- Task 1: JC Cyber Security Program
- Task 2: Information System(s) Cyber Security Plan

Introduction: TPA, LLC is a small business specializing in cyber defense, protection, and response. Our ability to meet and exceed JC's expectations and performance standards is validated by recent past performance working in accordance with acceptable local, state, and federal government cyber security standards and practices, including but not limited to the following:

- International Organization for Standardization (ISO) 27001/02
- Federal Information Security Modernization Act (FISMA)

NIST Framework



- **National Institute of Standards and Technology (NIST) Cyber Security Framework**

Our Experience. We have provided cyber security services to help more than X clients over the last X years protect and safeguard their data, devices, applications, systems, and networks. Our impressive portfolio of clients lists organizations that have gained peace of mind knowing that our credentialed cyber security experts are employing the most aggressive and current cyber prevention and protection techniques known in the industry. Because of our extensive corporate and staff experience, every facet of JC's requirement is familiar to us.

TPA, LLC has verifiable past performance successfully providing services similar to those required by JC. A representative listing of these clients includes:

- ✓ Army Software Engineering Center, Aberdeen
- ✓ Federal Aviation Administration HQ
- ✓ Logistech

Tasks and Deliverables. Consistent with the services requested by JC, TPA, LLC is proposing to provide the resources and services necessary to perform the following tasks and meet the corresponding delivery schedule.

- **Task 1: JC Cyber Security Program**
 - **Deliverables:**
 - Network Boundaries and Segment (Due within 30 days)
 - Vulnerability Assessment Reports (Due monthly)
 - Security Control Traceability Matrix (Due within 30 days)
 - Incident Response Plan (Due within 60 days)
 - Continuous Monitoring Plan (Due within 4 months)
- **Task 2: Information System(s) Cyber Security Plan**
 - **Deliverables:**
 - Continuous Monitoring Plan (Due within 4 months)
 - SC Cyber Security Policies (Due within 30 days)
 - System Security Plan (SSP) (Due within 6 months)
 - Continuous Monitoring Assessment (Ongoing/annually)

Pricing. Taking fiscal responsibility seriously, TPA, LLC offers pricing that is fair and responsible. Our rates are well within the industry average.

We offer a total of \$215,000.00 for the support required. Our price is based on a level of effort of 1,920 hours per year for a period of 3 years.

We will invoice JC quarterly and JC will honor "net 30-day" payment terms. This invoicing/payment schedule is shown in the adjacent table; it includes 12 equal payments of \$53,750 to be paid on a quarterly basis over a period of 3 years (36 months).

| Contract Year | Month | Invoice Amount |
|---------------|---------|----------------|
| 2021 | July | |
| 2021 | October | |
| 2022 | January | |
| 2022 | April | |
| 2022 | July | |
| 2022 | October | |
| 2023 | January | |
| 2023 | April | |
| 2023 | July | |
| 2023 | October | |
| 2024 | January | |
| 2024 | April | |

The following terms and conditions apply:

- A 5% late fee to be accrued monthly after 60 days past due.
- Our proposal remains valid for 90 days.

If you have any questions regarding our proposal or our ability to perform the services required, please contact me at 703-615-7166 or onyma@toa-cyber.com. As the President of TPA, LLC, I am the designated negotiator with the authority to commit TPA, LLC on all matters regarding our proposal.

Like the entire staff of TPA, LLC, I stand ready to support JC with an unyielding commitment to excellence and exemplary cyber security support.

Respectfully,

Kenneth L. Williams
Kenneth L. Williams
President

AGENDA ITEM:

XIII

Old Business item A



Jasper County Finance Department

358 Third Avenue, Post Office Box 1149
Ridgeland, South Carolina 29936
Phone (843) 717-3692 Fax (843) 717-3626

Kimberly Burgess, CPA
Director of Administrative Services
kburgess@jaspercounty.sc.gov

Jasper County Council Request for Approval

| | |
|------------------------|---|
| Meeting Date: | June 7, 2021 |
| Submitted For: | Review and approval by Council |
| Recommendation: | Council approves the allocation recommendations made by the Accommodations Tax Committee on May 5, 2021 |

Description: The Jasper County Accommodations Tax Committee met on May 5, 2021 to review the requests made by local organizations for State Accommodations Tax funds. The committee's recommendations are attached as well as the minutes of the meeting and the information submitted by each organization making a request.

Recommendation: Staff recommends that the County Council approve the allocation of State Accommodations Tax funds as recommended by the Accommodations Tax Committee on May 5, 2021.

Attachments:

Accommodations Tax Worksheet
A draft of the minutes of the May 5, 2021 Accommodations Tax Meeting
Accommodations Tax Meeting Notice
Accommodations Tax Meeting Agenda and Packet

**JASPER COUNTY
ACCOMMODATIONS TAX
WORKSHEET
FY 21-22**

ACCOMMODATIONS TAX
FY 21-22

| | |
|----------------------------|--------------|
| BUDGET | |
| TOTAL REVENUE | \$ 80,000.00 |
| COUNTY | 25,000.00 |
| ----- | |
| NET REVENUE | 55,000.00 |
| COUNTY GETS 5% OF NET | 2,750.00 |
| CHAMBER OF COMM. (30%) | 16,500.00 |
| A-TAX ACCT. RECEIVES (65%) | 35,750.00 |
| ----- | |
| BALANCE | <u>\$</u> |

A-TAX ACCOUNT EXPENDITURES:

| | |
|-----------------------------------|---------------------|
| A-TAX FUND (65%) | \$ 35,750.00 |
| ESTIMATED CARRY FORWARD (FY20-21) | 30,522.62 |
| ----- | |
| TOTAL (A-TAX FUND) | <u>\$ 66,272.62</u> |

REQUESTS:

| | REQUEST AMOUNT | COMMITTEE RECOMMENDATION | COUNCIL APPROVED | REQUEST SUMMARY |
|--|---------------------|-----------------------------|---------------------|-------------------------------------|
| GOPHER HILL FESTIVAL | \$ 3,000.00 | \$ 3,000.00 | | ENTERTAINMENT & ADVERTISEMENT |
| J.C. CHAMBER JASPER JAMBOREE COON HUNT | 9,000.00 | 9,000.00 | | RACCOON HUNT |
| J.C. CHAMBER OF COMMERCE VISITOR CENTER | 10,000.00 | 10,000.00 | | OPERATION OF VISITOR'S CENTER |
| JASPER SOIL & WATER CONSERVATION DISTRICT/BLUE HERON NATUF | 2,000.00 | 2,000.00 | | ADVERTISEMENT & ANT-LITTER CAMPAIGN |
| LOWCOUNTRY & RESORT ISLANDS TOURISM COMMISSION | 6,450.00 | 6,450.00 | | SUPPORT TOURISM PROMOTIONS |
| POINT SOUTH MERCHANTS ASSOCIATION | <u>35,700.00</u> | <u>35,700.00</u> | | TWO BILLBOARDS & STREET LIGHTING |
| TOTAL | <u>\$ 66,150.00</u> | <u>\$ 66,150.00</u> | | |

**Minutes of the Jasper County Accommodations Tax Committee Meeting
May 5, 2021**

Present: Committee Members: William Olendorf, Tony Myers, Peach Morrison, Kendall Malphrus, Claude Dinkins, and Teresa Golden

Jasper County Staff: Kimberly Burgess, Director of Administrative Services, JaNae Mills, Accounting Assistant

Absent: Umung Patel

Kimberly Burgess opened the floor for nominations for the seat of Chair.

Mr. Olendorf motioned to nominate Ms. Malphrus as Chair, and Mr. Myers seconded the motion.

The meeting was called to order at 2:05 pm by Chair Kendall Malphrus.

Ms. Malphrus led the Pledge of Allegiance and Ms. Morrison the Invocation.

Approval of Agenda: Motioned by Peach Morrison, seconded by William Olendorf to approve the agenda. Motion carried.

Approval of Minutes: Motioned by Ms. Morrison, seconded by Mr. Myers to approve the minutes of the 20th of July 2020 meeting.

Ms. Malphrus suggested that since the funds were sufficient to cover all of the requests and to save time all the requests be granted instead of going down the list to approve each request individually.

Mr. Dinkins said that as chairman Ms. Malphrus cannot make that motion under Roberts Rules of Order. Mr. Dinkins requested that Ms. Malphrus let Mr. Olendorf make the motion and someone else could second it.

Mr. Olendorf made a motion with the addendum that everyone reconfirm the amount they are requesting and for what they are requesting. Mr. Dinkins second motion. Discussion followed regarding the fact that Mr. Olendorf, Ms. Morrison, and Ms. Malphrus must abstain from voting on their own requests. Mr. Olendorf withdrew the motion because some members needed to abstain and thus recorded as such.

New Business:

A. Presentation for Gopher Hill Festival – Linda Dailey has made a \$3,000 festival request.
Motion: Ms. Morrison- Festival will be held the first weekend of October. The 49th festival.
Second: Mr. Olendorf
Vote: Unanimous
The motion passed.

**Minutes of the Jasper County Accommodations Tax Committee Meeting
May 5, 2021**

B. Jasper County Chamber of Commerce—Kendall Malphrus made a request totaling \$19,000 for the Jasper Jamboree Coon Hunt (\$ 9,000) and Operations of the Visitor Center (\$10,000.)

Motion: Mr. Myers

Second: Ms. Morrison

Vote: All except Ms. Malphrus

The motion passed.

C. Jasper County Soil & Water Conservation District/Blue Heron Nature Center—Lyn Boyles made a \$2,000 request to promote the center's tourism efforts.

Motion: Mr. Olendorf

Second: Ms. Morrison

Vote: Unanimous

The motion passed.

D. Lowcountry & Resort Islands Tourism Commission—Ms. Morrison submitted a request for \$6,450 to be used to match 50/50 with a Tourism Advertising Grant from PRT.

Motion: Mr. Myers

Second: Mr. Olendorf

Vote: Unanimous

The motion passed.

E. Point South Merchants Association—Mr. Olendorf made a request totaling \$35,700 for billboard advertising (\$19,700), and street lighting (\$16,000).

Motion: Mr. Myers motioned to approve street lighting project \$16,000- 5 high-mast lights and this amount covers the electric bill.

Second: Mr. Dinkins discussed the billboard on Exist 32 and Point South – “Exit Now”

Vote: All except Mr. Olendorf

The motion passed.

Mr. Dinkins moved, and Mr. Olendorf seconded to adjourn. The motion passed. Meeting adjourned at 2:32 PM.

Respectfully Submitted:

Approved:

Kimberly Burgess, Dir. Admin. Services

Kendall Malphrus, Chair



DUE TO THE COVID-19 STATE OF EMERGENCY, IN-PERSON PUBLIC COUNTY MEETINGS ARE REPLACED WITH ELECTRONIC MEETINGS.

Watch Live via YouTube at:

https://www.youtube.com/channel/UCBmloqX05cKAsHm_ggXCJIA

To Participate in Public Comment, please email to kburgess@jaspercountysc.gov. To be called for public comment, please email at the email address above.

Public Comments must be submitted by Wednesday, May 5, 2021 at 1:30pm.

FOR MORE INFORMATION, PLEASE CALL (843) 717-3692



JASPER COUNTY ACCOMMODATIONS TAX COMMITTEE
VIRTUAL MEETING

Jasper County Clementa C. Pinckney Government Bldg
358 3rd Avenue Ridgeland, SC 29936

May 5, 2021

AGENDA

2:00 P.M.

- I. Elect Chair**
- II. Call to Order**
- III. Pledge of Allegiance**
- IV. Invocation**
- V. Approval of Agenda**
- VI. Approval of the Minutes – July 22, 2020**
- VII. New Business**
 - a. Gopher Hill Festival—Linda Dailey has made a \$3,000 festival request. A representative will be available to address this request.**

Motion:
Second:
Vote:
 - b. Jasper County Chamber of Commerce—Kendall Malphrus has made a request totaling \$19,000 for the Jasper Jamboree Coon Hunt (\$ 9,000) and Operations of the Visitor Center (\$10,000.) A representative will be available to address this request.**

Motion:
Second:
Vote:
 - c. Jasper County Soil & Water Conservation District/Blue Heron Nature Center—Lyn Boyles has made a \$2,000 request to promote the center’s tourism efforts. A representative will be available to address this request.**

Motion:
Second:
Vote:

- d. **Lowcountry & Resort Islands Tourism Commission—Peach Morrison has submitted a request for \$6,450 to be used to match 50/50 with a Tourism Advertising Grant from PRT. A representative will be available to address this request.**

Motion:

Second:

Vote:

- e. **Point South Merchants Association—William Olendorf made a request totaling \$35,700 for billboard advertising (\$19,700), and street lighting (\$16,000). A representative will be available to address this request.**

Motion:

Second:

Vote:

- f. **Adjourn**

***Special Accommodations Available Upon Request to Individuals with Disabilities*
*(843) 717-3696***

**JASPER COUNTY
A-TAX COMMITTEE MEETING
7/22/2020**

Present: Bill Olendorf, Tony Myers, Peach Morrison, Kendall Malphrus and Claude Dinkins.

Absent: Umung Patel, Teresa Golden

The meeting was called to order at 2:00pm by Chair, Bill Olendorf

Invocation: Mr. Claude Dinkins

Approval of Agenda: Motioned by Mr. Olendorf, seconded by Mr. Dinkins to approve the agenda.
Motion carried.

Approval of Minutes—May 21, 2019: Motioned by Mr. Olendorf, seconded by Mr. Dinkins to approve the minutes from the last meeting. Motion carried.

New Business: Presentations by requestors

Pocotaligo/Point South Festival—Mrs. Luvenia Youmans
Requested \$4,000

Point South Merchants-Mr. Bill Olendorf
Requested \$35,700
Reduced request to \$25,000

Lowcountry Tourism Commission-Ms. Peach Morrison
Requested \$5,000

Chamber of Commerce-Ms. Kendall Malphrus
Requested \$19,000
Reduced request to \$12,000

Jasper County Fire Rescue—Mr. Shannon Smith
Requested \$10,000
Committee decided that this request should be for the local accommodations tax

Jasper County Soil & Water Conservation District/Blue Heron Center—Ms. Lyn Boyles
Requested \$3,000

Morris Center for Lowcountry Heritage—Ms. Tamara Herring
Requested \$10,000

The following entities making a request were not represented at the meeting:
Gopher Hill Festival

Mr. Dinkins made a motion to accept the proposed allocation. Mr. Myers seconded the motion.

Committee discussed the requests and the allocation of the available \$50,700.

Each proposed allocation was voted on separately.

Mr. Dinkins read each proposed allocation amount and the members voted as follows:

Pocotaligo/Point South Festival \$500
Unanimous

Point South Merchants \$25,000
Unanimous--Bill Olendorf abstained

Lowcountry & Resort Islands Tourism Commission \$5,000
Unanimous--Peach Morrison abstained

Jasper County Chamber of Commerce \$12,000
Unanimous--Kendall Malphrus abstained

Jasper County Soil & Water Conservation District/Blue Heron Nature Center \$3,000
Unanimous

Morris Center for Lowcountry Heritage \$5,200
Unanimous

Ms. Malphrus moved, and Mr. Olendorf seconded to adjourn. The motion passed.
Meeting Adjourned at 2:58 PM

Respectfully submitted:

Approved:

Kimberly Burgess, Dir. Administrative Services

William Olendorf, Chair

JASPER COUNTY
ACCOMMODATIONS TAX
WORKSHEET
FY 21-22

| DATE | AMOUNT | COUNTY | COUNTY 5% | CHAMBER | A-TAX |
|----------|---------------------|---------------------|--------------------|---------------------|---------------------|
| 1Q 20/21 | \$ 20,000.00 | \$ 6,250.00 | \$ 687.50 | \$ 4,125.00 | \$ 8,937.50 |
| 2Q 20/21 | 20,000.00 | 6,250.00 | 687.50 | 4,125.00 | 8,937.50 |
| 3Q 20/21 | 20,000.00 | 6,250.00 | 687.50 | 4,125.00 | 8,937.50 |
| 4Q 20/21 | 20,000.00 | 6,250.00 | 687.50 | 4,125.00 | 8,937.50 |
| | <u>\$ 80,000.00</u> | <u>\$ 25,000.00</u> | <u>\$ 2,750.00</u> | <u>\$ 16,500.00</u> | <u>\$ 35,750.00</u> |

* County gets first \$25,000 then 5% of remainder.

ACCOMMODATIONS TAX
FY 21-22

| | <u>BUDGET</u> |
|----------------------------|---------------|
| TOTAL REVENUE | \$ 80,000.00 |
| COUNTY | 25,000.00 |
| <hr/> | |
| NET REVENUE | 55,000.00 |
| COUNTY GETS 5% OF NET | 2,750.00 |
| CHAMBER OF COMM. (30%) | 16,500.00 |
| A-TAX ACCT. RECEIVES (65%) | 35,750.00 |
| <hr/> | |
| BALANCE | <u>\$ -</u> |

A-TAX ACCOUNT EXPENDITURES:

| | |
|-----------------------------------|---------------------|
| A-TAX FUND (65%) | \$ 35,750.00 |
| ESTIMATED CARRY FORWARD (FY20-21) | 30,522.62 |
| <hr/> | |
| TOTAL (A-TAX FUND) | <u>\$ 66,272.62</u> |

| <u>REQUESTS:</u> | <u>REQUEST AMOUNT</u> | <u>COMMITTEE RECOMMENDATION</u> |
|--|---------------------------|-------------------------------------|
| GOPHER HILL FESTIVAL | \$ 3,000.00 | |
| J.C. CHAMBER JASPER JAMBOREE COON HUNT | 9,000.00 | |
| J.C. CHAMBER OF COMMERCE VISITOR CENTER | 10,000.00 | |
| JASPER SOIL & WATER CONSERVATION DISTRICT/BLUE HERON NATURE CTR. | 2,000.00 | |
| LOWCOUNTRY & RESORT ISLANDS TOURISM COMMISSION | 6,450.00 | |
| POINT SOUTH MERCHANTS ASSOCIATION | 35,700.00 | |
| TOTAL | <u>\$ 66,150.00</u> | |

MARCH 28, 2020

DEAR KIM,

THE 2020 GOPHER HILL FESTIVAL THEME THIS YEAR IS
KEEPING GOPHER HILL CLEAN AND HEALTHY.

WE ARE REQUESTING 10,000 FROM LOCAL ATAX AND
~~3000.00~~ FROM STATE ATAX. THIS P[AST YEAR THE FESTIVAL
EXPENSES WERE 41,000. ENTERTAINMENT WAS 29,000 AND
ADVERTISEMENT, MISC WAS 12,000.

AS ALWAYS THANKING YOU FOR HELPING US MAKE OUR COMMUNITY
HAPPY, CLEAN, AND HEALTHY AFTER HAVING SUCH A TRYING AND
HUMBLEING YEAR.

SINCERELY,



LINDA DAILEY

GOPHER HILL FESTIVAL CHAIRMAN

No Festival in 2020 due to Covid

JASPER COUNTY CHAMBER OF COMMERCE

To: Jasper County Accommodations Tax Committee

From: Kendall Malphrus, Executive Director Jasper County Chamber of Commerce

Subject: 2021-2022 Accommodations Tax Request

Date: 04-23-2021

The Jasper County Chamber of Commerce respectfully requests funding from the 2021-2022 Jasper County Indirect Accommodations Tax for the following.

Jasper Jamboree Coon Hunt \$9,000.00

Operations of Visitors Center \$10,000.00

Total 2021/2022 Funds Requested \$19,000.00

Thank you for your consideration of our request and we look forward to your continued support.

Now in its 28th year, the **2022 Jasper Jamboree** is a nationally recognized field trial raccoon hunt sanctioned by the **Professional Kennel Club (PKC)** of Evansville, Indiana. The Jamboree is advertised through ***Prohound Magazine***, the official publication of PKC, Inc., which is distributed to all PKC members throughout the United States as well as subscribers to the magazine. In addition to South Carolina hunters, this 3-day sporting event draws approximately 400 participants from over 20 states with 75% of those being tourists. This event generates an estimated \$100,000.00 to \$150,000.00 to the local economy through accommodations, gas, meals, and incidentals.

10:42 AM
04/20/21
Accrual Basis

Jasper County Chamber of Commerce
Account QuickReport
July 1, 2020 through April 20, 2021

| Type | Date | Num | Name | Memo | Split | Amount |
|------------------------------|------------|-------|---------------|-----------------|----------|------------------------|
| Accommodations Tax | | | | | | |
| Jasper County Indirect | | | | | | |
| Jamboree | | | | | | |
| Deposit | 10/20/2020 | 73058 | Jasper County | 1st & 2nd qu... | Checking | 2,500.00 |
| Deposit | 04/20/2021 | 75082 | Jasper County | 3rd&4th quar... | Checking | 2,500.00 |
| Total Jamboree | | | | | | <u>5,000.00</u> |
| Total Jasper County Indirect | | | | | | <u>5,000.00</u> |
| Total Accommodations Tax | | | | | | <u>5,000.00</u> |
| TOTAL | | | | | | <u><u>5,000.00</u></u> |

10:42 AM
 04/20/21
 Accrual Basis

Jasper County Chamber of Commerce
Account QuickReport
 July 1, 2020 through April 20, 2021

| Type | Date | Num | Name | Memo | Split | Amount |
|-------------------------|----------------|-------|------------------------|--------------------|----------|-----------------|
| Activities | | | | | | |
| Jamboree | <i>expense</i> | | | | | |
| Check | 08/18/2020 | 15519 | PKC | annual chart... | Checking | 110.00 |
| Check | 12/14/2020 | 15627 | SC Dept. of Natural... | Hunt Permit | Checking | 5.00 |
| Check | 01/13/2021 | 15657 | PKC | ad for Jam & ... | Checking | 240.00 |
| Check | 01/13/2021 | 15658 | PKC | ad for Jam & ... | Checking | 240.00 |
| Check | 01/27/2021 | 15682 | Amazing Event Re... | tent, tables, c... | Checking | 637.18 |
| Check | 02/03/2021 | 15692 | Sam's | Jamboree su... | Checking | 371.16 |
| Check | 02/04/2021 | 15693 | South State Bank-... | 4 judges/1 gu... | Checking | 1,050.00 |
| Check | 02/04/2021 | 15693 | South State Bank-... | change for ja ... | Checking | 150.00 |
| Check | 02/05/2021 | 15696 | South State Bank-... | 4 judges | Checking | 2,000.00 |
| Check | 02/08/2021 | 15697 | South State Bank-... | 4 judges | Checking | 600.00 |
| Check | 02/10/2021 | 15706 | PKC | annual mem... | Checking | 25.00 |
| Check | 03/03/2021 | | VISA | Rooms for ju... | Checking | 218.44 |
| Total Jamboree | | | | | | 5,646.78 |
| Total Activities | | | | | | 5,646.78 |
| TOTAL | | | | | | 5,646.78 |



Jasper Soil & Water Conservation District
Blue Heron Nature Center
321 Bailey Lane
Ridgeland, SC, SC

843-726-7611

(F) 843-726-3263

Email: ltindal@jaspercountysc.gov

April 20, 2021
Ms. Kimberly Burgess
Director of Finance
PO Box 1149
Ridgeland, SC 29936

Re: Jasper County A-TAX Request/South Carolina A-TAX Request 2021-2022

Dear Kimberly:

This year's ATAX request is considerably different than in past years due to the changes of economic and tourism impact of Jasper County with the pandemic. **The Blue Heron Nature Center and Keep Jasper Beautiful** all work under the umbrella and housed at the **Jasper Soil & Water Conservation District**. The pandemic has encouraged tourists and locals to focus on outdoor activities and our amazing County has drawn those nature lovers to our area. We have been extremely fortunate during the past 1.5 years to host many individual tourists and locals looking for an outdoor escape during the pandemic. When other indoor areas were closed, the Blue Heron Nature Center continued to operate within strict guidelines and offer a respite for our nature based, outdoor seeking tourists.

The Jasper Soil & Water Conservation District, in partnership with The Town of Ridgeland, Jasper County, and the South Carolina Department of Natural Resources has successfully implemented the Blue Heron Nature Center and the Nature Trail for the past 19 years. The Blue Heron Nature Center's location at I-95, and close proximity to local businesses, provide a convenient respite for weary travelers and their families. The Center's distinctive environmental setting with natural wildlife habitat and valuable green space in the heart of rapid development makes the Blue Heron Nature Center a significant economic resource, attracting visitors and tourists to our lovely Low Country area. We have definitely experienced an increase in traffic during the pandemic with tourists, hunters and locals focusing on outdoor activities and utilizing our Nature Center and outdoor activities at an increase of our hunting population of 23 % in the past 1.5 years. Even though we have not held fund raising events or any type of events, individuals and tourist have utilized the outdoor hiking trail, picnic area, Blue Heron Center porch area, and hunting more often than in the past 3 years. Our anti-litter efforts through **Keep Jasper County Beautiful** is contributing to the community effort to help make our County a healthier, cleaner, greener, atmosphere that not only appeals to locals, but tourist and economic development as well.

The Blue Heron Center provides natural resource displays focusing on our unique low country environment and eco system. Diverse local community and civic groups and organizations, schools, as well as state, regional and national organizations utilize the classroom for training and educational meetings and seminars. Educational, environmental, recycling, anti-litter, and activity materials, brochures, and guides plus display room and trail tours are provided pro bono

to all visitors and school groups at a significant cost to the Jasper Soil & Water Conservation District. The Blue Heron Center has welcomed over 3000 visitors per year in the past with locals, state, out of state and numerous visitors from abroad signing our register annually.

- The Blue Heron Nature Center/JSWCD is totally funded by Department of Natural Resources, Jasper County, Town of Ridgeland, affiliate members, contributions, grants and fundraisers. The budget for the Blue Heron Nature Center 2020-2021 is \$51,658.00 (Budget attached)
- Our Director works closely with Town of Ridgeland, Jasper County, Jasper County Chamber of Commerce, SC Palmetto Pride, Low Country Resort Island & Tourism Commission, South Carolina Department of Tourism, Southeastern Motor Coach Association, AAA, and the schools of Jasper County to increase awareness of environmental and conservation practices and to better utilize the BHNC to accommodate and promote tourism.
- The Blue Heron Nature Center is rated #6 of top 10 natural parks to visit in South Carolina for the third year.
- The Blue Heron Nature Center face book page averages 8000 hits per month, engaging with over 1000 viewers per week.

All our events, conferences, meetings and anti-litter campaigns drive the attendees to stay in our motels, frequent our local restaurants, and shop locally, bringing tourism dollars into our community.

Brochures of the Blue Heron Center and Trail are distributed monthly to all South Carolina Welcome Centers, schools, businesses, regional Chamber of Commerce, tour bus companies, and group travel agents. These brochures and all print media are vital to promote and increase awareness of the Blue Heron Center and Trail. We have distributed significantly more literature over the past 1.5 year, due to the pandemic, trying to stay on the forefront of our target market. Keep Jasper County Beautiful will be a welcomed addition to our new brochures. We have established social media as another avenue to promote and market the Blue Heron Nature Center and Trail. We have included Keep Jasper County Beautiful on our social media and print advertising which has proven extremely successful to our engaged viewers.

The Jasper Soil & Water Conservation District and Keep Jasper County Beautiful have made great stride in the past 2 years to promote tourism, enhance the vitality of the Blue Heron Nature Center as a destination respite, to enhance the identity of the Blue Heron Center, the Nature Trail and Jasper County, to enhance the environmental desirability of Jasper County and to enhance the economic health of our area with tremendous success. With having the Blue Heron Nature Center, Morris Center for Lowcountry Heritage, Historical sites of Ridgeland, Millstone Landing, Sgt. Jasper Park, Camp Lake Jasper and Savannah Wildlife Refuge in such close proximity, we now have the potential to attract new and repeat visitors in to the County utilizing our motels, restaurants and businesses. With A-Tax funds, the potential for the Blue Heron Nature Center and Keep Jasper County Beautiful has become a game changer for our community for tourism.

The Jasper Soil and Water Conservation District/Blue Heron Nature Center/Keep Jasper County Beautiful is requesting from Jasper County A-TAX, \$5,000.00 to contribute to the cost for updated brochures to promote our anti-litter campaign Keep Jasper County Beautiful, print media, social media, group travel marketing, and to help promote tourism via the Blue Heron

Nature Center for the county of Jasper and **\$2000.00 from the State of South Carolina A-TAX** to promote our tourism efforts.

Our Tourism budget is approximately 34.8% of our total budget of \$59,223.00. It is obvious that the Blue Heron Nature Center is dedicated to promoting and enforcing tourism for Jasper County. We are one of the vital components of drawing tourists in to this beautiful low country venue.

Thank you for your continued support and prompt attention to this request.

Sincerely,

Lyn Boyles, Director
Jasper Soil & Water Conservation District
Blue Heron Nature Center
Keep Jasper County Beautiful

Commissioners: Tommy Stanley, Chairman
Stan Wells, Vice-Chair
C.M. Dantzler
Micky Ginn
Mike Davis

BLUE HERON NATURE CENTER BUDGET

PROJECTED BUDGET

2021-2022

| | | |
|---|-------------|-----------------|
| Contracted Work (15/hour part time) | \$15,000.00 | annual Estimate |
| Lot Loan | \$5,000.00 | |
| Postage | \$480.00 | |
| Security | \$600.00 | |
| Electricity | \$6,200.00 | |
| Water | \$350.00 | |
| House Keeping | \$600.00 | |
| Office Supplies | \$600.00 | |
| Operating Supplies:tissue,towels,soap | \$700.00 | |
| SC Tort Insurance | \$1,800.00 | |
| Nationwide Insurance | \$4,620.00 | |
| Dues/Subscriptions | \$925.00 | |
| Affiliate Calendars | \$1,048.00 | |
| Education programs,seminars,Christmas event | \$2,800.00 | |
| Annual Field Feast Benefit | \$13,000.00 | |
| Youth Fishing Rodeo | \$2,000.00 | |
| SE Motorcoach Fam Tour | \$2,000.00 | |

PROJECTED EXPENSES:

\$59,223.00

Projected INCOME

| | | |
|----------------------------|----------|--------------------|
| A-TAX TOR | INDIRECT | \$5,000.00 |
| A- TAX Jasper County | INDIRECT | \$5,000.00 |
| A-TAX SC | INDIRECT | \$1,000.00 |
| Annual Benefit | INDIRECT | \$22,000.00 |
| Annual Raffle | INDIRECT | \$5,000.00 |
| Grants | INDIRECT | <u>\$2,500.00</u> |
| DNR Appropriation | DIRECT | <u>\$15,000.00</u> |
| Jasper County Apporriation | DIRECT | <u>\$7,000.00</u> |

TOTAL INCOME:

\$62,500.00

**Jasper County Accommodations Tax Funds
Application for FY 2021-2022**

from

**LOWCOUNTRY
& Resort Islands
TOURISM COMMISSION**

**Post Office Box 615
Yemassee, SC 29945**

(843) 717-3090

**Contact:
Peach Morrison,
Executive Director**

**Request: \$8,595—Reduced to \$6,450 Under Current Conditions
25% Reduction based on 2020/2021 ATAX Receipts**

March 30, 2021

ACCOMMODATION TAX FUNDS REQUEST APPLICATION

DATE: 3/30/2021

Total Amount Requested: \$6,450

I. Project Name: Promotion of Jasper County and the Lowcountry

II. Organization: Lowcountry & Resort Islands Tourism Commission

Sponsor Name: Robb Wells Title: Chairman

Contact Name: Peach Morrison Title: Executive Director

Address: Post Office Box 615 Yemassee, South Carolina 29945

Sponsor Phone: 843-341-8361 Contact Phone: 843-717-3090

III. DESCRIPTION OF PROJECT:

A. General Description: The Lowcountry Tourism Commission is one of eleven similar programs across the State designated by SC-PRT and created by the General Assembly. The Commission's primary mission is the stimulation of economic growth and the development of the area's tourism industry through regional tourism promotional activities.

B. Benefit to Tourism: The Commission benefits tourism in Jasper County and the surrounding region through national advertising, personal contact and international distribution of promotional literature about the area. The Commission also serves as a local fulfillment agency - responding to requests generated by advertising placed by PRT and the Commission for travel & tourism information. The Lowcountry Visitors Center & Museum located on I-95 at Exit 33 (Point South) provides assistance and information to travelers and vacationers and encourages tourists to visit our communities and museums.

C. Benefit to Community: The economy of the Region is based largely on Tourism and real estate sales. A growing industry in Jasper County is tourism and service related employment. Benefits include: wider exposure, attraction of more visitors needing accommodations and services - thereby creating more jobs, increased sales and revenues.

D. Duration of Project-Starting Date July 1, 2021 Completion June 30, 2022

E. Permits Required: (if any) Does not apply. The Commission is the only statutorily established regional tourism entity serving Beaufort, Colleton, Hampton and Jasper counties.

F. Additional Comments:

A large portion of ATAX funds will be used to match 50/50 with a Tourism Advertising Grant from PRT, thereby doubling the effectiveness of local accommodations tax funds used for advertising and promotion in national and international magazines, digital behaviorally targeted ads, social media outlets, correspondence with travel writers, exposure at travel shows and on our website.

IV. COST OF PROJECT AND SOURCE OF FUNDS:

1. Cost of Project:

Jasper County's percentage of Regional promotion, national advertising, visitor's guide development and printing, postage and distribution; and visitors' center operation is only \$ 8,595 but reduced by 25% based on the first three quarterly ATAX receipts compared to receipts from the prior year. (We request 6% of each municipalities past years' ATAX allocation per the DoR.)

(Total projected Lowcountry Tourism Commission non-profit budget for FY 2021-2022:
\$490,000)

2. Source of Funds:

FY 2019-2020 Proposed Budget
(Approximate revenues.)

| | |
|-------------------------------|-------------------|
| State Appropriation | 225,000 |
| State ATAX Funds (apprx.) | 100,000 |
| Local ATAX Funds* | 60,000 |
| PRT Tourism Advertising Grant | 45,000 |
| Ad sales/Donations | 5,000 |
| Gift Shop sales | <u>55,000</u> |
| | \$ 490,000 |

3. Have you requested funding from other organizations for this project?
Yes/No If so, please list organizations and amounts.

Yes. See above. (*) Requests are made to Lowcountry counties and communities served.

V. PRIOR RECIPIENT'S REPORT: If you received prior ATAX funds:

A. How did you use the funds?

Pooling other local ATAX funds, various promotional projects were undertaken in FY 20/21 which were of benefit to Jasper County, such as a 24/7 website presence, up-dated promotional literature, travel shows, FAM trips, Interstate billboard signage, in-State & national print and digital advertising and posts on our social media outlets. We host events like Toys for Tots (complete with Santa and the Charleston Pirates), usually an Easter Egg Hunt for our local children and hosting a statue of Harriet Tubman on the Frampton Plantation grounds for at least one month during FY 21/22.

B. What impact did this have on your organization?

This funding allowed the Commission to initiate or support tourism promotions for the Lowcountry which otherwise would not have been possible, and resulted in thousands of new inquiries, new and repeat visitors, bus tour groups, international visitors, tourism jobs, income and tax revenues for the Lowcountry Region.

The Lowcountry Visitors' Center at the Frampton Plantation House has logged over half a million guests from all 50 states and over 60 foreign countries. Our guest book is full of compliments about our friendly service, useful information, clean restrooms and beautiful setting. The Center, located in Jasper County along I-95, has generated thousands of new visitors for the County who otherwise would just pass through it and would not be aware of all it has to offer. Travelers going through our center last year viewed displays about local attractions like the Morris Center for Lowcountry Heritage, the Blue Heron Nature Trail, the Jasper County Chamber of Commerce, and picking up area information on the Jasper county festivals and events and accommodations. This coming fiscal year, we will update and print approximately 65,000 copies of our Lowcountry Visitors Guidebook, which is sent to all 50 states and to nearly 50 foreign countries every year except, of course, last year. We will also produce another 10,000 copies of our Attractions Brochure. These pieces are distributed in all State welcome centers, and include Jasper County attractions, lodging, dining, and shopping. Our website, www.SouthCarolinaLowcountry.com, is continually updated and highlights all the Jasper County information online. Our Google analytics continue to show positive growth and engagement supporting the positive effects of our marketing efforts.

On behalf of the Commission, we greatly appreciate Jasper County's past support and hope that you will fully fund this request.


SIGNATURE

POINT SOUTH MERCHANTS

ASSOCIATION

14 Campground Rd. Yemassee, SC 29945 843-575-5733

March 12, 2021

2021 - 2022 2% Tax Funding Request

2% Jasper County Accommodations Advisory Committee
Jasper County Council
Jasper County SC 29936

The Merchants Association requests the following dollars for renewal of on-going projects that have been awarded from the 2% accommodations tax fund.

1. SC Electric for Street Lighting @ Point South \$16,000.00
2. 1x I-95 PointSouth Exit 33 NB Exit Now Billboard \$10,700.00
3. 1X I-95 Point South Billboard \$9000.00
4. Total request for 2020 = **\$35700.00**

AGENDA ITEM:

XIII

Old Business item B



Jasper County Finance Department

358 Third Avenue, Post Office Box 1149
Ridgeland, South Carolina 29936
Phone (843) 717-3692 Fax (843) 717-3626

Kimberly Burgess, CPA
Director of Administrative Services
kburgessr@jaspercountysc.gov

Jasper County Council Request for Approval

| | |
|------------------------|---|
| Meeting Date: | June 7, 2021 |
| Submitted For: | Review and approval by Council |
| Recommendation: | Council approves the allocation of local accommodations and hospitality taxes as requested and presented on the list included with this document. |

Description: Annually, Staff prepares an estimate of the local accommodations (A-Tax) and hospitality (H-Tax) taxes anticipated to be received in the succeeding fiscal year. The anticipated proceeds are estimated to be \$590,000 for FY21-22. This amount was calculated based on the YTD A-Tax and H-Tax receipts as of May 31, and an estimated amount for the remainder of the year the current year with an anticipated increase of approximately 11% due to the re-opening of the economy and an increase in collection efforts. Each year Council approves the allocation of local accommodations (A-Tax) and hospitality (H-Tax) tax funds to organizations that have requested funds and use the funds to promote tourism within the unincorporated portions of Jasper County. The organizations that have requested local A-Tax and H-Tax funds for fiscal year 2021- 2022 are provided on the attached list. Also, included on the list are amounts allocated to Jasper County to pay the airport construction loan, to make improvements to Exit 33 on Interstate 95, and to the electric bill associated with the Exit 33 on Interstate 95 lights.

Recommendation: Staff recommends that the County Council approve the allocation as provided.

Attachments:

Jasper County Local Accommodations & Hospitality Tax Request List for FY21-22
Organization Requests

**JASPER COUNTY
LOCAL ACCOMMODATIONS & HOSPITALITY TAX
FY21-22**

| REVENUE | Budget Amount | FY20-21 Receipts (thru 5/31) | | |
|--|----------------------|---------------------------------|---|-----|
| LOCAL ACCOMMODATIONS TAX | \$135,700.00 | 121,793.00 | 25% | 25% |
| LOCAL HOSPITALITY TAX | \$454,300.00 | 366,631.00 | 75% | 75% |
| TOTAL | \$590,000.00 | \$488,424.00 | | |
| | | | | |
| | <u>REQUEST</u> | <u>APPROVED</u> | <u>REQUEST SUMMARY</u> | |
| BLUE HERON NATURE CENTER | \$ 5,000.00 | - | PROMOTION & ANIT-LITTER CAMPAIGN | |
| GOPHER HILL FESTIVAL | \$ 10,000.00 | - | ENTERTAINMENT & ADVERTISEMENT | |
| J.C. CHAMBER OF COMMERCE (BILLBOARD) | \$ 9,000.00 | - | ADVERTISEMENT FOR LOCAL EVENTS | |
| J.C. CHAMBER OF COMMERCE (FARMERS MKT) | \$ 7,200.00 | - | GROUNDS MAINTENANCE | |
| JASPER COUNTY CHAMBER VISITORS CTR. & JASPER COUNTY HISTORICAL SOCIETY | \$ 8,477.00 | - | ELECTRICITY, SECURITY, WATER, & GROUND MAINTENANCE | |
| LOWCOUNTRY & RESORT ISLANDS TOURISM COMMISSION | \$ 13,100.00 | - | HARRIET TUBMAN TRAVELING EXHIBIT, SHIPPING AND INSURANCE OF SCULPTURE, ADVERTISEMENT, SIGNAGE | |
| POINT SOUTH MERCHANTS ASSOCIATION | \$ 72,500.00 | - | JASPER COUNTY SHERIFF PATROL OFFICER & BILLBOARD PROMOTION | |
| IVY GARDEN CLUB | \$ 1,500.00 | - | BI-ANNUAL SPRING FESTIVAL AT BLUE HERON NATURE TRAIL & CENTER | |
| JASPER CO. AIRPORT | \$ 280,000.00 | - | SEMI-ANNUAL BOND PAYMENT | |
| JASPER COUNTY (IMPR. TO EXIT 33) | \$ 170,223.00 | - | MAINTENANCE AND BEAUTIFICATION | |
| JASPER COUNTY EXIT 33 LIGHTS-UTILITIES | \$ 13,000.00 | - | ELECTRICITY FOR LIGHTS AT EXIT | |
| TOTAL | \$ 590,000.00 | - | | |



Jasper Soil & Water Conservation District
Blue Heron Nature Center
321 Bailey Lane
Ridgeland, SC, SC

843-726-7611

(F) 843-726-3263

Email: ltindal@jaspercountysc.gov

April 20, 2021
Ms. Kimberly Burgess
Director of Finance
PO Box 1149
Ridgeland, SC 29936

Re: Jasper County A-TAX Request/South Carolina A-TAX Request 2021-2022

Dear Kimberly:

This year's ATAX request is considerably different than in past years due to the changes of economic and tourism impact of Jasper County with the pandemic. **The Blue Heron Nature Center and Keep Jasper Beautiful** all work under the umbrella and housed at the **Jasper Soil & Water Conservation District**. The pandemic has encouraged tourists and locals to focus on outdoor activities and our amazing County has drawn those nature lovers to our area. We have been extremely fortunate during the past 1.5 years to host many individual tourists and locals looking for an outdoor escape during the pandemic. When other indoor areas were closed, the Blue Heron Nature Center continued to operate within strict guidelines and offer a respite for our nature based, outdoor seeking tourists.

The Jasper Soil & Water Conservation District, in partnership with The Town of Ridgeland, Jasper County, and the South Carolina Department of Natural Resources has successfully implemented the Blue Heron Nature Center and the Nature Trail for the past 19 years. The Blue Heron Nature Center's location at I-95, and close proximity to local businesses, provide a convenient respite for weary travelers and their families. The Center's distinctive environmental setting with natural wildlife habitat and valuable green space in the heart of rapid development makes the Blue Heron Nature Center a significant economic resource, attracting visitors and tourists to our lovely Low Country area. We have definitely experienced an increase in traffic during the pandemic with tourists, hunters and locals focusing on outdoor activities and utilizing our Nature Center and outdoor activities at an increase of our hunting population of 23 % in the past 1.5 years. Even though we have not held fund raising events or any type of events, individuals and tourist have utilized the outdoor hiking trail, picnic area, Blue Heron Center porch area, and hunting more often than in the past 3 years. Our anti-litter efforts through **Keep Jasper County Beautiful** is contributing to the community effort to help make our County a healthier, cleaner, greener, atmosphere that not only appeals to locals, but tourist and economic development as well.

The Blue Heron Center provides natural resource displays focusing on our unique low country environment and eco system. Diverse local community and civic groups and organizations, schools, as well as state, regional and national organizations utilize the classroom for training and educational meetings and seminars. Educational, environmental, recycling, anti-litter, and activity materials, brochures, and guides plus display room and trail tours are provided pro bono

to all visitors and school groups at a significant cost to the Jasper Soil & Water Conservation District. The Blue Heron Center has welcomed over 3000 visitors per year in the past with locals, state, out of state and numerous visitors from abroad signing our register annually.

- The Blue Heron Nature Center/JSWCD is totally funded by Department of Natural Resources, Jasper County, Town of Ridgeland, affiliate members, contributions, grants and fundraisers. The budget for the Blue Heron Nature Center 2020-2021 is \$51,658.00 (Budget attached)
- Our Director works closely with Town of Ridgeland, Jasper County, Jasper County Chamber of Commerce, SC Palmetto Pride, Low Country Resort Island & Tourism Commission, South Carolina Department of Tourism, Southeastern Motor Coach Association, AAA, and the schools of Jasper County to increase awareness of environmental and conservation practices and to better utilize the BHNC to accommodate and promote tourism.
- The Blue Heron Nature Center is rated #6 of top 10 natural parks to visit in South Carolina for the third year.
- The Blue Heron Nature Center face book page averages 8000 hits per month, engaging with over 1000 viewers per week.

All our events, conferences, meetings and anti-litter campaigns drive the attendees to stay in our motels, frequent our local restaurants, and shop locally, bringing tourism dollars into our community.

Brochures of the Blue Heron Center and Trail are distributed monthly to all South Carolina Welcome Centers, schools, businesses, regional Chamber of Commerce, tour bus companies, and group travel agents. These brochures and all print media are vital to promote and increase awareness of the Blue Heron Center and Trail. We have distributed significantly more literature over the past 1.5 year, due to the pandemic, trying to stay on the forefront of our target market. Keep Jasper County Beautiful will be a welcomed addition to our new brochures. We have established social media as another avenue to promote and market the Blue Heron Nature Center and Trail. We have included Keep Jasper County Beautiful on our social media and print advertising which has proven extremely successful to our engaged viewers.

The Jasper Soil & Water Conservation District and Keep Jasper County Beautiful have made great stride in the past 2 years to promote tourism, enhance the vitality of the Blue Heron Nature Center as a destination respite, to enhance the identity of the Blue Heron Center, the Nature Trail and Jasper County, to enhance the environmental desirability of Jasper County and to enhance the economic health of our area with tremendous success. With having the Blue Heron Nature Center, Morris Center for Lowcountry Heritage, Historical sites of Ridgeland, Millstone Landing, Sgt. Jasper Park, Camp Lake Jasper and Savannah Wildlife Refuge in such close proximity, we now have the potential to attract new and repeat visitors in to the County utilizing our motels, restaurants and businesses. With A-Tax funds, the potential for the Blue Heron Nature Center and Keep Jasper County Beautiful has become a game changer for our community for tourism.

The Jasper Soil and Water Conservation District/Blue Heron Nature Center/Keep Jasper County Beautiful is requesting from Jasper County A-TAX, \$5,000.00 to contribute to the cost for updated brochures to promote our anti-litter campaign Keep Jasper County Beautiful, print media, social media, group travel marketing, and to help promote tourism via the Blue Heron

Nature Center for the county of Jasper and **\$2000.00 from the State of South Carolina A-TAX** to promote our tourism efforts.

Our Tourism budget is approximately 34.8% of our total budget of \$59,223.00. It is obvious that the Blue Heron Nature Center is dedicated to promoting and enforcing tourism for Jasper County. We are one of the vital components of drawing tourists in to this beautiful low country venue.

Thank you for your continued support and prompt attention to this request.

Sincerely,

Lyn Boyles, Director
Jasper Soil & Water Conservation District
Blue Heron Nature Center
Keep Jasper County Beautiful

Commissioners: Tommy Stanley, Chairman
Stan Wells, Vice-Chair
C.M. Dantzier
Micky Ginn
Mike Davis

BLUE HERON NATURE CENTER BUDGET

PROJECTED BUDGET

2021-2022

| | |
|---|-----------------------------|
| Contracted Work (15/hour part time) | \$15,000.00 annual Estimate |
| Lot Loan | \$5,000.00 |
| Postage | \$480.00 |
| Security | \$600.00 |
| Electricity | \$6,200.00 |
| Water | \$350.00 |
| House Keeping | \$600.00 |
| Office Supplies | \$600.00 |
| Operating Supplies:tissue,towels,soap | \$700.00 |
| SC Tort Insurance | \$1,800.00 |
| Nationwide Insurance | \$4,620.00 |
| Dues/Subscriptions | \$925.00 |
| Affiliate Calendars | \$1,048.00 |
| Education programs,seminars,Christmas event | \$2,800.00 |
| Annual Field Feast Benefit | \$13,000.00 |
| Youth Fishing Rodeo | \$2,000.00 |
| SE Motorcoach Fam Tour | \$2,000.00 |

PROJECTED EXPENSES:

\$59,223.00

Projected INCOME

| | | |
|-----------------------------|----------|--------------------|
| A-TAX TOR | INDIRECT | \$5,000.00 |
| A- TAX Jasper County | INDIRECT | \$5,000.00 |
| A-TAX SC | INDIRECT | \$1,000.00 |
| Annual Benefit | INDIRECT | \$22,000.00 |
| Annual Raffle | INDIRECT | \$5,000.00 |
| Grants | INDIRECT | <u>\$2,500.00</u> |
| DNR Appropriation | DIRECT | <u>\$15,000.00</u> |
| Jasper County Apporpriation | DIRECT | <u>\$7,000.00</u> |

TOTAL INCOME:

\$62,500.00

MARCH 28, 2020

DEAR KIM,

THE 2020 GOPHER HILL FESTIVAL THEME THIS YEAR IS
KEEPING GOPHER HILL CLEAN AND HEALTHY.

WE ARE REQUESTING 10,000 FROM LOCAL ATAX AND
3000.00 FROM STATE ATAX. THIS P[AST YEAR THE FESTIVAL
EXPENSES WERE 41,000. ENTERTAINMENT WAS 29,000 AND
ADVERTISEMENT, MISC WAS 12,000..

AS ALWAYS THANKING YOU FOR HELPING US MAKE OUR COMMUNITY
HAPPY, CLEAN, AND HEALTHY AFTER HAVING SUCH A TRYING AND
HUMBLING YEAR.

SINCERELY,



LINDA DAILEY

GOPHER HILL FESTIVAL CHAIRMAN

NO Festival in 2020 due to Covid

2021/2022 Billboard Campaign/Branding for Ridgeland, Hardeeville and Jasper County by the Jasper County Chamber of Commerce

The Jasper County Chamber of Commerce has an ongoing billboard/branding campaign for Ridgeland, Hardeeville and Jasper County along the south bound busy corridor of I-95.

The plan has a billboard within 75 miles of exits 33, 22/21 & 8/5.

Each billboard has a consistent look for each municipality thus branding Jasper County. Each billboard will highlight a major attraction at each exit.

For example:

Ridgeland currently has 2 billboards highlighting its attractions using a “gopher turtle” theme.

Hardeeville currently has 6 billboards highlighting, restaurants, hotels/motels, golf, the wildlife refuge, historical discovery, and the sports complex.

Jasper County currently has one billboard highlighting Point South/Frampton House.

The goal of this campaign is to establish a “brand” or “look” for Jasper County that travelers will grow to recognize.

The chamber receives funds from the Town of Ridgeland for its 2 billboards.

The chamber receives funds from the City of Hardeeville for its 6 billboards.

The chamber is asking Jasper County for funds for one billboard.

The approximate cost is \$750 per month for an annual cost of \$9,000.

Total request

\$9,000

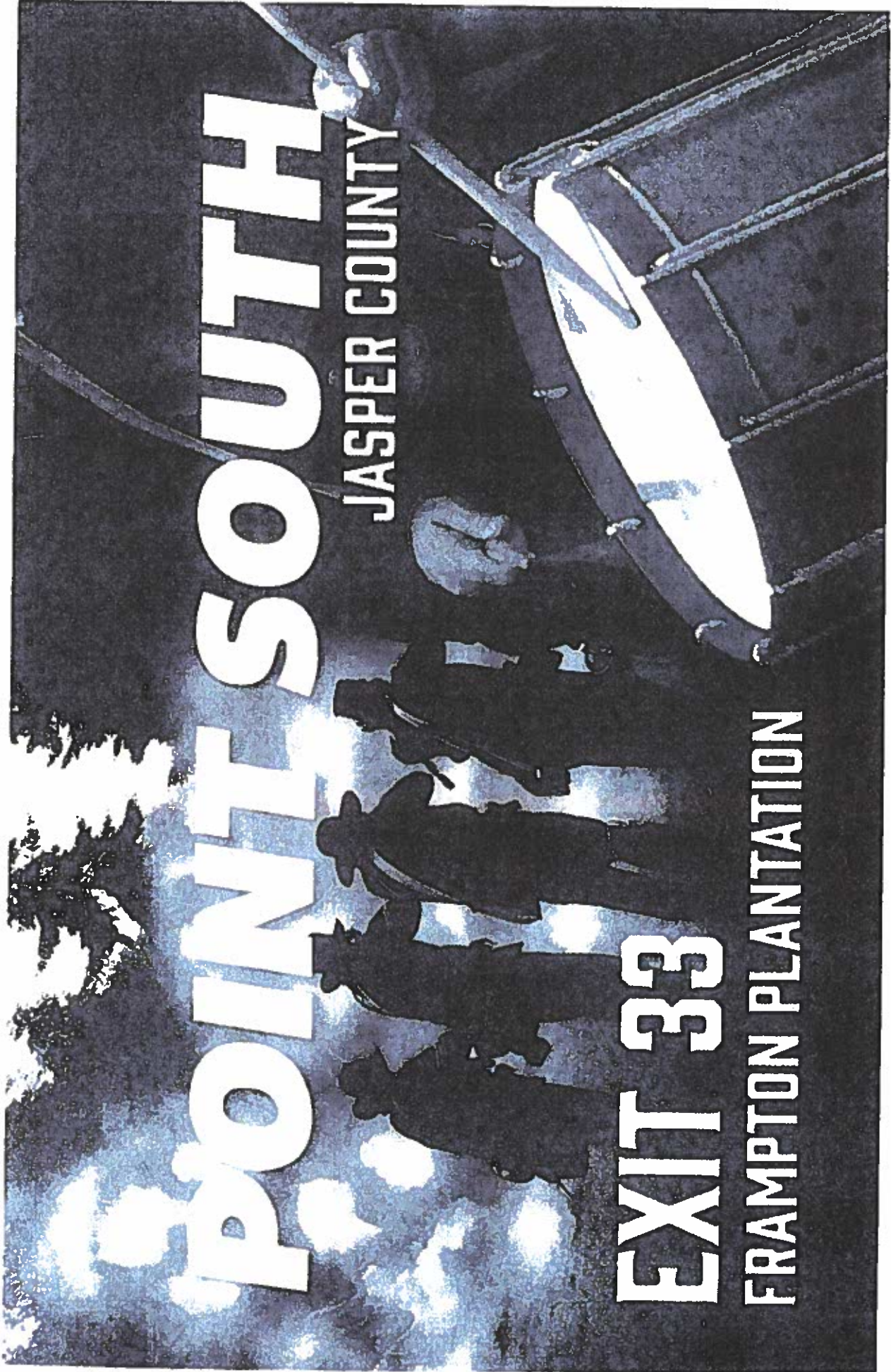
Thank you in advance for your consideration.

POINT SOUTH

JASPER COUNTY

EXIT 33

FRAMPTON PLANTATION



10:50 AM
04/20/21
Accrual Basis

Jasper County Chamber of Commerce
Account QuickReport
July 1, 2020 through April 20, 2021

| Type | Date | Num | Name | Memo | Split | Amount |
|------------------------------|------------|-------|---------------|-----------------|----------|-----------------|
| Accommodations Tax | | | | | | |
| Jasper County Indirect | | | | | | |
| JC Billboards | | | | | | |
| Deposit | 10/20/2020 | 73058 | Jasper County | 1st & 2nd qu... | Checking | 4,500.00 |
| Deposit | 04/20/2021 | 75082 | Jasper County | 3rd&4th quar... | Checking | 4,500.00 |
| Total JC Billboards | | | | | | 9,000.00 |
| Total Jasper County Indirect | | | | | | 9,000.00 |
| Total Accommodations Tax | | | | | | 9,000.00 |
| TOTAL | | | | | | 9,000.00 |

3:05 PM
 04/22/21
 Accrual Basis

Jasper County Chamber of Commerce
Account QuickReport
 July 1, 2020 through April 22, 2021

| Type | Date | Num | Name | Memo | Split | Amount |
|-----------------------|----------------|-------|---------------------|------------------|----------|-----------------|
| Promotions | | | | | | |
| Jasper County | <i>expense</i> | | | | | |
| J.C. Billboards | | | | | | |
| Check | 07/20/2020 | 15455 | Adams Outdoor Ad... | Jasper Count... | Checking | 700.00 |
| Check | 08/17/2020 | 15483 | Adams Outdoor Ad... | Jasper Count... | Checking | 700.00 |
| Check | 09/15/2020 | 15510 | Adams Outdoor Ad... | County Billbo... | Checking | 700.00 |
| Check | 10/16/2020 | 15548 | Adams Outdoor Ad... | County Billbo... | Checking | 700.00 |
| Check | 11/06/2020 | 15574 | Adams Outdoor Ad... | County Billbo... | Checking | 700.00 |
| Check | 12/14/2020 | 15623 | Adams Outdoor Ad... | County Billbo... | Checking | 700.00 |
| Check | 01/13/2021 | 15659 | Adams Outdoor Ad... | County Billbo... | Checking | 700.00 |
| Check | 02/10/2021 | 15704 | Adams Outdoor Ad... | County Billbo... | Checking | 700.00 |
| Check | 02/17/2021 | 15708 | Adams Outdoor Ad... | County Billbo... | Checking | 700.00 |
| Check | 03/16/2021 | 15734 | Adams Outdoor Ad... | County Billbo... | Checking | 700.00 |
| Check | 04/12/2021 | 15762 | Adams Outdoor Ad... | County Billbo... | Checking | 700.00 |
| Total J.C. Billboards | | | | | | 7,700.00 |
| Total Jasper County | | | | | | 7,700.00 |
| Total Promotions | | | | | | 7,700.00 |
| TOTAL | | | | | | 7,700.00 |

**2021/22 A-Tax request for the Jasper County
Farmers' Market by the Jasper County Chamber of Commerce**

Grounds Maintenance for the Farmers Market
\$600 per month

Total Grounds Maintenance \$7,200

Total Farmers' Market Request \$7,200

Attached is the financial expense report for the last fiscal year to-date grounds maintenance.

We had an extremely difficult time finding a company or individual to do the work and finally hired Lowcountry Landcrafters, knowing there would be a price increase for the next fiscal year. This request reflects the price increase.

3:14 PM

04/22/21

Accrual Basis

Jasper County Farmers Market
Account QuickReport
July 1, 2020 through April 22, 2021

| Type | Date | Num | Name | Memo | Split | Amount |
|---------------------------------|------------|------|-----------------------|--------------------|------------------|-----------------|
| Facilities and Equipment | | | | | | |
| Check | 07/20/2020 | 1649 | Grayco | weed eater & oil | JC Farmers' M... | 146.20 |
| Check | 09/21/2020 | 1650 | John Mingledorff | yard clean up,... | JC Farmers' M... | 300.00 |
| Check | 10/02/2020 | 1651 | Lowcountry Land Cr... | monthly groun... | JC Farmers' M... | 300.00 |
| Check | 11/06/2020 | 1654 | Lowcountry Land Cr... | monthly groun... | JC Farmers' M... | 300.00 |
| Check | 12/02/2020 | 1655 | Lowcountry Land Cr... | monthly groun .. | JC Farmers' M... | 300.00 |
| Check | 01/05/2021 | 1657 | Lowcountry Land Cr... | monthly groun... | JC Farmers' M... | 300.00 |
| Check | 02/02/2021 | 1658 | Lowcountry Land Cr... | monthly groun... | JC Farmers' M... | 300.00 |
| Check | 03/03/2021 | 1659 | Lowcountry Land Cr... | monthly groun... | JC Farmers' M... | 300.00 |
| Check | 03/05/2021 | 1660 | John Mingledorff | power wash f... | JC Farmers' M... | 500.00 |
| Check | 03/16/2021 | 1661 | Quill | shelf for suppl... | JC Farmers' M... | 83.56 |
| Check | 04/08/2021 | 1662 | Lowcountry Land Cr... | monthly groun... | JC Farmers' M... | 300.00 |
| Check | 04/20/2021 | 1665 | Lowcountry Land Cr... | weed killer | JC Farmers' M... | 189.06 |
| Total Facilities and Equipment | | | | | | 3,318.82 |
| TOTAL | | | | | | 3,318.82 |



April 23, 2021

Dear Jasper County Council,

As you know, the Jasper County Chamber of Commerce, the Visitors Center and The Jasper County Historical Society's Museum occupy the Perry House at 403 Russell Street. This prime location provides tremendous exposure, and gives us the opportunity to showcase a small piece of Jasper County's beauty as seen throughout the Perry House itself.

This location has expenses that are not part of a set budget for these entities and therefore, we are asking for your help through the county's accommodation tax funds. We estimate the electricity cost to average \$325 per month for an annual cost of \$3900; the security will cost \$39 per month for an approximate annual cost of \$468, the water will cost \$47.36 per month for an approximate annual cost of \$569; and grounds maintenance for the property is \$295 per month for an annual cost of \$3,540. Together these total an annual cost of \$8,477.00.

The Jasper Chamber/Visitors Center and the Jasper County Historical Society are making a formal request for these funds (\$8,477.00).

We thank you in advance for your consideration.

Sincerely,

Kendall Malphrus
Executive Director
Jasper County Chamber of Commerce

Steve Rountree
President
Jasper County Historical Society

10:42 AM
04/20/21
Accrual Basis

Jasper County Chamber of Commerce
Account QuickReport
July 1, 2020 through April 20, 2021

| Type | Date | Num | Name | Memo | Split | Amount |
|------------------------------|------------|-------|---------------|-----------------|----------|------------------------|
| Accommodations Tax | | | | | | |
| Jasper County Indirect | | | | | | |
| Electricity | | | | | | |
| Deposit | 10/20/2020 | 73058 | Jasper County | 1st & 2nd qu... | Checking | 1,950.00 |
| Deposit | 04/20/2021 | 75082 | Jasper County | 3rd&4th quar... | Checking | 1,950.00 |
| Total Electricity | | | | | | <u>3,900.00</u> |
| Total Jasper County Indirect | | | | | | <u>3,900.00</u> |
| Total Accommodations Tax | | | | | | <u>3,900.00</u> |
| TOTAL | | | | | | <u><u>3,900.00</u></u> |

10:06 AM
 04/20/21
 Accrual Basis

Jasper County Chamber of Commerce
Account QuickReport
 July 1, 2020 through April 20, 2021

| Type | Date | Num | Name | Memo | Split | Amount |
|--------------------------|----------------|-------|-----------------|--------------|----------|------------------------|
| Office (Ridgeland) | | | | | | |
| Electricity | <i>expense</i> | | | | | |
| Check | 07/06/2020 | 15445 | Dominion Energy | Monthly bill | Checking | 329.28 |
| Check | 08/05/2020 | 15472 | Dominion Energy | Monthly bill | Checking | 463.48 |
| Check | 09/02/2020 | 15498 | Dominion Energy | Monthly bill | Checking | 378.35 |
| Check | 10/01/2020 | 15527 | Dominion Energy | Monthly bill | Checking | 319.79 |
| Check | 11/02/2020 | 15562 | Dominion Energy | Monthly bill | Checking | 124.69 |
| Check | 12/01/2020 | 15603 | Dominion Energy | Monthly bill | Checking | 121.52 |
| Check | 01/05/2021 | 15648 | Dominion Energy | Monthly bill | Checking | 272.29 |
| Check | 02/01/2021 | 15685 | Dominion Energy | Monthly bill | Checking | 448.44 |
| Check | 03/03/2021 | 15725 | Dominion Energy | Monthly bill | Checking | 309.34 |
| Check | 04/01/2021 | 15749 | Dominion Energy | Monthly bill | Checking | 226.64 |
| Total Electricity | | | | | | <u>2,993.82</u> |
| Total Office (Ridgeland) | | | | | | <u>2,993.82</u> |
| TOTAL | | | | | | <u><u>2,993.82</u></u> |

10:42 AM
04/20/21
Accrual Basis

Jasper County Chamber of Commerce
Account QuickReport
July 1, 2020 through April 20, 2021

| Type | Date | Num | Name | Memo | Split | Amount |
|---------------------------------|---------------|-------|---------------|-----------------|----------|---------------|
| Accommodations Tax | | | | | | |
| Jasper County Indirect Security | | | | | | |
| | <i>income</i> | | | | | |
| Deposit | 10/20/2020 | 73058 | Jasper County | 1st & 2nd qu... | Checking | 234.00 |
| Deposit | 04/20/2021 | 75082 | Jasper County | 3rd&4th quar... | Checking | 234.00 |
| Total Security | | | | | | 468.00 |
| Total Jasper County Indirect | | | | | | 468.00 |
| Total Accommodations Tax | | | | | | 468.00 |
| TOTAL | | | | | | 468.00 |

10:05 AM
04/20/21
Accrual Basis

Jasper County Chamber of Commerce
Account QuickReport
July 1, 2020 through April 20, 2021

| Type | Date | Num | Name | Memo | Split | Amount |
|---------------------------------------|----------------|-------|-----------------------|-------------|----------|---------------|
| Office (Ridgeland) Security System | <i>expense</i> | | | | | |
| Check | 07/27/2020 | 15465 | Palmetto Security ... | monthly fee | Checking | 38.95 |
| Check | 08/26/2020 | 15491 | Palmetto Security ... | monthly fee | Checking | 38.95 |
| Check | 09/29/2020 | 15524 | Palmetto Security ... | monthly fee | Checking | 38.95 |
| Check | 10/27/2020 | 15554 | Palmetto Security ... | monthly fee | Checking | 38.95 |
| Check | 11/24/2020 | 15591 | Palmetto Security ... | monthly fee | Checking | 38.95 |
| Check | 12/26/2020 | 15644 | Palmetto Security ... | monthly fee | Checking | 38.95 |
| Check | 01/25/2021 | 15680 | Palmetto Security ... | monthly fee | Checking | 38.95 |
| Check | 02/26/2021 | 15717 | Palmetto Security ... | monthly fee | Checking | 38.95 |
| Check | 03/23/2021 | 15744 | Palmetto Security ... | monthly fee | Checking | 38.95 |
| Total Security System | | | | | | 350.55 |
| Total Office (Ridgeland) | | | | | | 350.55 |
| TOTAL | | | | | | 350.55 |

10:42 AM
04/20/21
Accrual Basis

Jasper County Chamber of Commerce
Account QuickReport
July 1, 2020 through April 20, 2021

| Type | Date | Num | Name | Memo | Split | Amount |
|------------------------------|------------|-------|---------------|-----------------|----------|---------------|
| Accommodations Tax | | | | | | |
| Jasper County Indirect | | | | | | |
| Water | | | | | | |
| Deposit | 10/20/2020 | 73058 | Jasper County | 1st & 2nd qu... | Checking | 295.50 |
| Deposit | 04/20/2021 | 75082 | Jasper County | 3rd&4th quar... | Checking | 295.50 |
| Total Water | | | | | | 591.00 |
| Total Jasper County Indirect | | | | | | 591.00 |
| Total Accommodations Tax | | | | | | 591.00 |
| TOTAL | | | | | | 591.00 |

Jasper County Chamber of Commerce
Account QuickReport
 July 1, 2020 through April 20, 2021

| Type | Date | Num | Name | Memo | Split | Amount |
|---------------------------------|----------------|-------|-------------------|-------------------|----------|---------------|
| Office (Ridgeland) | | | | | | |
| Water | | | | | | |
| | <i>expense</i> | | | | | |
| Check | 07/08/2020 | 15443 | Town of Ridgeland | monthly water ... | Checking | 47.36 |
| Check | 08/05/2020 | 15471 | Town of Ridgeland | monthly water ... | Checking | 47.36 |
| Check | 09/02/2020 | 15495 | Town of Ridgeland | monthly water ... | Checking | 47.36 |
| Check | 10/05/2020 | 15538 | Town of Ridgeland | monthly water ... | Checking | 47.36 |
| Check | 11/06/2020 | 15570 | Town of Ridgeland | monthly water ... | Checking | 47.36 |
| Check | 12/01/2020 | 15602 | Town of Ridgeland | monthly water ... | Checking | 47.36 |
| Check | 01/08/2021 | 15654 | Town of Ridgeland | monthly water ... | Checking | 47.36 |
| Check | 02/02/2021 | 15691 | Town of Ridgeland | monthly water ... | Checking | 47.36 |
| Check | 03/01/2021 | 15720 | Town of Ridgeland | monthly water ... | Checking | 47.36 |
| Check | 04/01/2021 | 15750 | Town of Ridgeland | monthly water ... | Checking | 47.36 |
| Total Water | | | | | | 473.60 |
| Total Office (Ridgeland) | | | | | | 473.60 |
| TOTAL | | | | | | 473.60 |

10:41 AM

04/20/21

Accrual Basis

Jasper County Chamber of Commerce

Account QuickReport

July 1, 2020 through April 20, 2021

| Type | Date | Num | Name | Memo | Split | Amount |
|-------------------------------------|------------|-------|---------------|-----------------|----------|-----------------|
| Accommodations Tax | | | | | | |
| Jasper County Indirect | | | | | | |
| Visitors Center Ground Maint. | | | | | | |
| Deposit | 10/20/2020 | 73058 | Jasper County | 1st & 2nd qu... | Checking | 1,770.00 |
| Deposit | 04/20/2021 | 75082 | Jasper County | 3rd&4th quar... | Checking | 1,770.00 |
| Total Visitors Center Ground Maint. | | | | | | 3,540.00 |
| Total Jasper County Indirect | | | | | | 3,540.00 |
| Total Accommodations Tax | | | | | | 3,540.00 |
| TOTAL | | | | | | 3,540.00 |

10:05 AM
 04/20/21
 Accrual Basis

Jasper County Chamber of Commerce
Account QuickReport
 July 1, 2020 through April 20, 2021

| Type | Date | Num | Name | Memo | Split | Amount |
|---|------------|-------|--------------------|------------------|----------|-----------------|
| Office (Ridgeland) | | | | | | |
| Visitors Center Ground Maint. <i>expense</i> | | | | | | |
| Check | 07/06/2020 | 15447 | Ocean Woods Lan... | monthly yard ... | Checking | 295.00 |
| Check | 08/10/2020 | 15478 | Ocean Woods Lan... | monthly yard ... | Checking | 295.00 |
| Check | 08/10/2020 | 15505 | Ocean Woods Lan... | monthly yard ... | Checking | 295.00 |
| Check | 10/05/2020 | 15539 | Ocean Woods Lan... | monthly yard ... | Checking | 295.00 |
| Check | 11/02/2020 | 15561 | Ocean Woods Lan... | monthly yard ... | Checking | 295.00 |
| Check | 12/09/2020 | 15612 | Ocean Woods Lan... | monthly yard ... | Checking | 295.00 |
| Check | 01/05/2021 | 15650 | Ocean Woods Lan... | monthly yard ... | Checking | 295.00 |
| Check | 02/02/2021 | 15690 | Ocean Woods Lan... | monthly yard ... | Checking | 295.00 |
| Check | 03/03/2021 | 15724 | Ocean Woods Lan... | monthly yard ... | Checking | 295.00 |
| Total Visitors Center Ground Maint. | | | | | | 2,655.00 |
| Total Office (Ridgeland) | | | | | | 2,655.00 |
| TOTAL | | | | | | 2,655.00 |

IVY GARDEN CLUB

The Ivy Garden Club has been chartered with the Garden Clubs of South Carolina and the National Council of Garden Clubs since 1973. The membership consists of 28 members from Jasper County.

Our projects annually contribute greatly to the beautification of Jasper County and assist in drawing tourist to our beautiful low country county.

- Bi-annual spring festival held at the Blue Heron Nature Trail & Center. We have over 100 people to attend with attendees from Beaufort County, Jasper County, Hampton County and Chatham County
- Created and maintain the garden at the Hardeeville Welcome Center in Hardeeville, SC. This welcome center is one of two of the busiest centers in South Carolina.
- Created and maintain the Memorial Highway Marker at the Hardeeville Welcome Center
- Created and maintain the Butterfly Garden at the Blue Heron Nature Trail, Ridgeland, SC
- Donate and maintain the wreaths and memorials for the Jasper County Courthouse for Memorial Day, Veterans Day, 4th of July and Christmas
- Hosted a clean-up day, fence painting and planting at the Pratt Memorial Library
- Participate in Wreaths Across America and donate 35 wreaths annually.
- Host annual clean- up and beautification campaigns for Sr. Citizen's in Jasper County and Keep Jasper County Beautiful program

We rely totally on our membership dues and donations for financial support and grants through Keep Jasper County Beautiful. The club is very involved in county activities and try to assist any request that is asked.



South Carolina
**LOWCOUNTRY
AND RESORT ISLANDS**
TOURISM COMMISSION

**Lowcountry & Resort Islands Tourism Commission
PO Box 615, Yemassee, SC 29945**

APPLICATION FOR JASPER COUNTY LOCAL ACCOMMODATIONS & HOSPITALITY TAX FUNDS

PROJECT:

Events at the Frampton Plantation House and Visitors Center

In 2012, we began doing annual events at the Frampton Plantation House. It started with the Battle of Pocotaligo Reenactment. In 2014, we added the annual Toys for Tots event and an Easter Egg Hunt for the local school children. In 2015, we hosted the Literary Arts Festival in October and the Pocotaligo Community Festival in September. This fiscal year (July 1, 2020 to June 30, 2021), we were unable to host any events, but we have been welcoming travelers since we were allowed to reopen in May. Guests have been using our grounds, picnic tables and our Visitors Center where every precaution has made to reduce exposure to COVID for our guests and staff. As we continue to navigate uncharted seas with the pandemic, we will remain vigilant that we are keeping everyone's safety at the forefront. Though foot traffic was very light at first, it has slowly, but surely, returned. March visitation in the center itself was up 57% over last year and we are optimistic that the coming months will show increased volume not only over 2020 but probably over 2019 and earlier due to pent up demand and the fact that people are driving to vacation destinations now more than ever. Air Travel will rebound, but for now, we are concentrating on those 10,100 vehicles per DAY passing our driveway on Highway 17.

Last year, the County granted us \$13,100 which was to go towards getting the Harriet Tubman Traveling Exhibit to our grounds. Due to the pandemic, we were unable to get the piece during the fiscal year. We did, however, use these funds, combined with funding from other counties, municipalities, and the State, to increase our digital presence, to increase content generation and promote Jasper County. As a result, our Google Analytics show an increase of 27.4% in New Users and a 30.1% increase in Sessions 20/21 over 19/20 and an increase of 64.5% in New Users and an increase of 66.5% in Sessions 20/21 over 18/19. We conservatively project over 200,000 New Users by the end of FY 20/21 (currently at 185,925), a quarter of a million Sessions (currently at 224,430) and a half million Pageviews (currently at 360,627).

Though we were not able to use last year's funding from Jasper County's Local ATAX and HTAX as we had hoped to, we feel like we have provided a very healthy Return on Investment through our continued promotion of Jasper County and the Lowcountry Region. We were also able to do a two-day video and photo shoot that included several hours at Sergeant Jasper Park, the Yemassee KOA and the Frampton Plantation House that resulted in content generation that is now being used through Google Ads, YouTube, Connected TV, Instagram and Facebook to promote our wonderful assets just off I-95 as 56,600 vehicles per day pass through SC DoT Count 2019 which I am sure is higher now). Please visit YouTube and search for our playlist by typing Naturally Amazing: The SC Lowcountry to see for yourself.

Therefore, we are requesting the same amount from the County as last year. We have been in contact with the Harriet Tubman Traveling Exhibit and will hopefully have her on our grounds this coming Fall or Winter. It would be a wonderful addition to our grounds for a month especially since her Combahee River Raid was just down the road from here. We are still awaiting a new schedule of the statue's availability. Though some of the expenses have likely increased, we are requesting \$13,100 to host that event as shown below.

FY 2021/2022 Frampton Plantation Events Estimated Expenses

PLEASE NOTE Does not include any funding of Staff Payroll

| | | |
|-------------------------------------|-------------|---|
| Harriet Tubman Traveling Exhibit | \$ 2,000.00 | |
| Shipping and Insurance on Sculpture | \$ 1,800.00 | |
| Geo-targeted Digital Advertising | \$ 2,000.00 | |
| Facebook Advertising | \$ 2,000.00 | |
| National Advertising (AJC) | \$ 3,000.00 | |
| Signage | \$ 300.00 | |
| Local Advertising: | \$ 2,000.00 | (Jasper County Sun, Bluffton Today including MCAS & Parris Island, Lowcountry Weekly) |

Expenses (not including staff payroll) \$ 13,100.00

FUNDING REQUEST:

We would like to request **\$13,100** in local accommodations and hospitality tax funding from Jasper County to publicize this event and to enable us to secure the Harriet Tubman Sculpture exhibit, other noted events, and general promotion for the Frampton Plantation House Visitors Center.

Thank you for your past support and for considering our request.

POINT SOUTH MERCHANTS

ASSOCIATION

14 Campground Rd. Yemassee, SC 29945 843-726-5733

2021- 2022 3% Tax Funding Request

March 12, 2021

Jasper County Council
Jasper County SC 29936

1. The Point South Merchants Association requests the following dollars for renewal of on-going projects that have been awarded from the 3% accommodations tax fund.

1. Jasper County Sheriff Patrol Officer - \$36,500.00

2. 6x I-95 & US 17 Point South promotional billboards \$36,000.00

The existing boards will be re-negotiated to avg. \$1000.00/Month per board.

3. Total request for 2021- 2022 = \$72,500.00

Sincerely,

William C Olendorf Jr
Point South Merchants Association
14 Campground Rd
Yemassee, SC 29945
843-575-5733

President

AGENDA ITEM:

XIII

Old Business item C



Jasper County Clerk to Council

358 Third Avenue
Ridgeland, South Carolina 29936
Phone (843) 717-3696

Wanda Simmons
Clerk to County Council
wsimmons@jaspercountysc.gov

Jasper County Council Staff Report

| | |
|--------------------------------|--|
| Meeting Date: | June 21, 2021 |
| Project: | 2021 County Council Meeting Schedule |
| Request: | To amend the 2021 County Council Meeting Schedule |
| Date Changes Requested: | One meeting date change |
| Submitted For: | Approval by Council |
| Recommendation: | Approval of adopting a revised 2021 meeting schedule |

Description:

When the meeting schedule was drafted and approved it was approved with a July 6, 2021, meeting date. This request is to move the July 6, 2021, meeting date to July 19, 2021, as shown on the revised 2021 County Council Meeting Schedule. Staff recommends approval.

DUE TO THE COVID-19 PANDEMIC, UNLESS OTHERWISE NOTED ON THE PUBLISHED AGENDA FOR EACH MEETING, ALL IN-PERSON COUNCIL MEETINGS ARE REPLACED WITH EITHER ELECTRONIC OR HYBRID ELECTRONIC/PHYSICAL MEETINGS, *INCLUDING MEETINGS SHOWING BELOW FOR OTHER LOCATIONS.*

Watch Live via YouTube at:

https://www.youtube.com/channel/UCBmloqX05cKAsHm_ggXCjIA

The seal of Jasper County, Tennessee, is a circular emblem. It features a central shield with a blue and white striped field, a yellow sunburst at the top, and a blue base. The shield is surrounded by a blue border containing the text "JASPER COUNTY TENNESSEE" at the top and "1912" at the bottom. The seal is overlaid on the meeting schedule text.

REVISED
2021 County Council Meeting Schedule

THE JASPER COUNTY COUNCIL MEETS ON THE FIRST MONDAY OF EACH MONTH AND THE THIRD MONDAY OF EACH MONTH AT 6:30PM. IF THE FIRST OR THIRD MONDAY FALLS ON A HOLIDAY, THE COUNCIL WILL MEET ON TUESDAY OF THAT WEEK.

JANUARY 4, 2021 - 6:30PM
JANUARY 19, 2021 - 6:30PM (Tuesday)
FEBRUARY 1, 2021 - 6:30PM
FEBRUARY 16, 2021 - 6:30PM (Tuesday)
MARCH 1, 2021 - 6:30PM - **HARDEEVILLE**
MARCH 15, 2021 - 6:30PM
APRIL 5, 2021 - 6:30PM
APRIL 19, 2021 - 6:30PM
MAY 3, 2021 - 6:30PM
MAY 17, 2021 - 6:30PM - **HARDEEVILLE**
JUNE 7, 2021 - 6:30PM
JUNE 21, 2021 - 6:30PM
JULY 19, 2021 - 6:30PM
AUGUST 16, 2021 - 6:30PM
SEPTEMBER 7, 2021 - 6:30PM (Tuesday)
SEPTEMBER 20, 2021 - 6:30PM - **HARDEEVILLE**
OCTOBER 4, 2021 - 6:30PM
OCTOBER 18, 2021 - 6:30PM
NOVEMBER 1, 2021 - 6:30PM - **HARDEEVILLE**
NOVEMBER 15, 2021 - 6:30PM
DECEMBER 6, 2021 - 6:30PM

DATES AND TIMES ARE SUBJECT TO CHANGE
SPECIAL MEETINGS CAN BE CALLED WITH 24 HOURS PUBLIC NOTICE
FOR ADDITIONAL INFORMATION CONTACT: 843-717-3696

EQUAL OPPORTUNITY EMPLOYER - SPECIAL ACCOMODATIONS AVAILABLE UPON REQUEST TO INDIVIDUALS WITH DISABILITIES

AGENDA ITEM:

XIII

Old Business item D

STEERING COMMITTEE MEETING

SoloCo Regional Housing
Trust Fund

May 06, 2021



AGENDA

April Update

Review draft recommendations

Philanthropic Partners Update

Discussion: Extra deliverables needed

Next Steps

APRIL UPDATES

- Memo #2
- Foundation Meet and Greet
- Draft recommendations

**FOR REVIEW:
MISSION, VISION, AND
OBJECTIVES**

MISSION

- The mission of the SoLoCo Regional Housing Trust Fund is to **create and preserve affordable housing** in the Southern Lowcountry region of South Carolina.

VISION

- Regardless of their socio-economic status, individuals and families in Beaufort and Jasper Counties are able to remain in their homes or find **high-quality, safe, well-maintained housing** in the **same region as their place of employment.**

OBJECTIVES

- **Create new housing units or rehabilitate or preserve existing housing units for households at or below 120% of Area Median Income, with a strong focus on households at or below 60% of Area Median Income;**
- **In accordance with the “William C. Merscher Local Housing Trust Fund Enabling Act” (2007), maintain additional focus on households below 60% AMI, households with special needs, and housing for homeless individuals and families;**
- **Provide workforce housing for the growing SoLoCo economy;**
- **Help households maintain financial stability and build wealth by reducing the amount of money they must spend on housing and transportation;**

OBJECTIVES

- Strengthen relationships, build trust, and engage partners and stakeholders, ensuring an **organized and collaborative approach** to regional housing challenges;
- **Increase awareness of existing and new financial products** that serve the SoLoCo community; and
- **Leverage outside funding** from banks, corporations, philanthropic institutions, and federal, state and local governments.

**FOR REVIEW:
PROGRAM AREAS**

PROGRAM AREAS

- **Public Properties** - Act as a clearinghouse for reuse of vacant or underutilized publicly-owned property
- **Loans** - Provide flexible, low-interest financing for:
 - Rental or for-sale projects
 - That serve at least some households in the below \$49,000 or below 60% AMI range, whichever is higher
- **Grants** - (maybe, TBD on revenue sources)
 - *Possible but dependent on revenue availability*

**FOR REVIEW:
OPERATIONS,
GOVERNANCE,
STAFFING STRUCTURE**

OPERATIONS, GOVERNANCE, STAFFING

- 501c3, with a CDFI contracted as a partner for loan underwriting, technical assistance
 - Modeled on the Greenville Housing Fund
 - CDFI partnership may include some additional
- 501c3 initial staff: Might just be an executive director (1-2 staff), keep staffing streamlined
 - Public land clearinghouse
 - Convene funders
 - Convene developers
 - Technical assistance, pipeline building, publicity of available loan products for developers (with help from CDFI partner)
 - Effective communication with public officials
 - Advocacy on behalf of affordable housing in the region, including public meetings, zoning changes, etc

OPERATIONS, GOVERNANCE, STAFFING

- 501c3 board: We will make recommendations on board composition based on our peer research
- CDFI: We will be developing a draft RFP that can be vetted for this partner based on your feedback at the last meeting

**FOR REVIEW:
FINANCIAL
SUSTAINABILITY**

FUNDING MATRIX

- Initial Infusion of Stimulus Funds*, plus \$500,000 Per Year (adjusted for inflation)

Annual Contributions, plus inflation (3%)

| Year Sum | Beaufort County | Hilton Head Island | Bluffton | Port Royal | City of Beaufort | Jasper County | Hardeeville | Yemassee |
|----------|-----------------|--------------------|-----------|------------|------------------|---------------|-------------|----------|
| Y1* | \$2,150,533 | \$1,117,826 | \$286,363 | \$148,297 | \$150,549 | \$174,974 | \$81,549 | \$12,729 |
| Y2 | \$515,000 | \$231,855 | \$59,236 | \$30,676 | \$31,432 | \$50,201 | \$16,869 | \$2,633 |
| Y3 | \$530,750 | \$238,811 | \$61,013 | \$31,596 | \$32,375 | \$51,707 | \$17,375 | \$2,712 |
| Y4 | \$546,672 | \$245,975 | \$62,843 | \$32,544 | \$33,346 | \$53,258 | \$17,896 | \$2,793 |
| Y5 | \$563,072 | \$253,354 | \$64,729 | \$33,520 | \$34,347 | \$54,856 | \$18,433 | \$2,877 |
| Y6 | \$579,965 | \$260,955 | \$66,671 | \$34,526 | \$35,377 | \$56,502 | \$18,986 | \$2,963 |
| Y7 | \$597,363 | \$268,783 | \$68,671 | \$35,562 | \$36,438 | \$58,197 | \$19,556 | \$3,052 |
| Y8 | \$615,284 | \$276,847 | \$70,731 | \$36,629 | \$37,531 | \$59,943 | \$20,142 | \$3,144 |
| Y9 | \$633,743 | \$285,152 | \$72,853 | \$37,728 | \$38,657 | \$61,741 | \$20,747 | \$3,238 |
| Y10 | \$652,755 | \$293,707 | \$75,038 | \$38,859 | \$39,817 | \$63,593 | \$21,369 | \$3,335 |
| Sum | \$7,385,138 | \$3,473,266 | \$888,148 | \$459,937 | \$469,870 | \$684,971 | \$252,923 | \$39,478 |

- “Bonus Points” discussion

REVENUE SOURCES

American Rescue Plan discussion

| | Beaufort County | | | Hilton Head Island | | | Bluffton | | | Port Royal | | | City of Beaufort | | | Jasper County | | | Hardeeville | | | Yemassee | | |
|--------------------------------------|-----------------|----------------|--------------|--------------------|----------------|-------------|--------------|----------------|-------------|--------------|----------------|--------------|------------------|----------------|-------------|---------------|----------------|-------------|--------------|----------------|--------------|--------------|----------------|-------------|
| | Pop 2019 | % of Total Pop | | Pop 2019 | % of Total Pop | | Pop 2019 | % of Total Pop | | Pop 2019 | % of Total Pop | | Pop 2019 | % of Total Pop | | Pop 2019 | % of Total Pop | | Pop 2019 | % of Total Pop | | Pop 2019 | % of Total Pop | |
| STR fees | 100,033 | 45.02% | | 39,861 | 17.94% | | 25,557 | 11.50% | | 13,235 | 5.96% | | 13,436 | 6.05% | | 21,659 | 9.75% | | 7,278 | 3.28% | | 1,136 | 0.51% | |
| General Fund dollars | \$- | | \$7,083,230 | \$42,558,448 | \$45,500 | \$6,773,935 | \$40,183 | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$33,898,200 | \$18,600,000 | \$1,602,632 | \$- | \$- | \$- | \$- | \$- | \$- |
| Accommodation/Hotel Tax | \$- | | \$5,236,826 | \$700,000 | \$25,320 | \$4,943,225 | \$5,018,298 | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$400,000 | \$346,000 | \$- | \$- | \$- | \$- | \$- | \$- | \$- |
| One-Time American Rescue Plan funds | \$37,260,879 | | \$5,941,523 | \$9,545,448 | \$4,943,225 | \$5,832,473 | \$5,018,298 | \$5,018,298 | \$5,018,298 | \$5,832,473 | \$2,718,307 | \$424,291 | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- |
| Local option sales tax | \$- | | \$- | \$- | \$- | \$877,000 | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$877,000 | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- |
| Deed recording fees | \$- | | \$3,552,965 | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- |
| Other: | | | | | | | | | | | | | | | | | | | | | | | | |
| Proposed AHTF within proposed budget | \$- | | \$- | \$190,000 | \$- | \$30,000 | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$- | \$30,000 | \$12,000 | \$- | \$- | \$- | \$- | \$- | \$- | \$- |
| Total; Individual | \$37,260,879 | | \$64,372,992 | \$29,590,948 | \$11,782,663 | \$5,018,298 | \$41,007,673 | \$21,664,307 | \$2,026,924 | \$37,260,879 | | \$64,372,992 | \$29,590,948 | \$11,782,663 | \$5,018,298 | \$41,007,673 | \$21,664,307 | \$2,026,924 | \$37,260,879 | | \$64,372,992 | \$29,590,948 | \$11,782,663 | \$5,018,298 |

PHILANTHROPIC PARTNERSHIPS FINDINGS

- Outcomes
 - Special Funder Presentation in June
 - Coastal Community Foundation
 - Catalyst Grant Program idea (example from another project: \$750,000 over 5 years)
 - Community Foundation of the Lowcountry
 - Early stages of the Foundation's Strategic Planning so too early to commit funds or investment
 - However, they are excited about the effort, understand its importance, and want to continue to coordinate.
 - United Way of the Lowcountry
 - Next application process is two years from now

DISCUSSION

DISCUSSION

- Once final recommendations are finalized by the end of May, how can the Steering Committee and AR garner support from Public Officials?
- What other materials are needed by the Steering Committee to move the HTF's formation forward?
 - 2-pager of final memo for informing partners (Advocacy, Public Officials)
 - » Tell the story of who needs affordable housing
 - Powerpoint
 - Draft Bylaws and governing documents
 - Job descriptions for new HTF 501c3 employees



NEXT STEPS IN MAY

- Draft RFP for CDFI
- Draft Implementation Plan
- TBD: No “Data subcommittee” this month

THANK YOU!



Existing Conditions Mapping and Data Analysis Memo #2

The contents of this memo are based on Asakura Robinson's work through *Phase 2.2 Existing Conditions Mapping and Data Analysis*, as well as the March and April Steering Committee Meetings.

The intent of Asakura Robinson's work is to resolve the following four **key questions**, which will lead to the formation of the Regional Housing Trust Fund (RHTF).

1. **Revenue Sources:** What types of revenue sources can provide a sustainable, ongoing revenue source for the RHTF?
2. **Uses of Funds:** How should funds be used to support affordability? What are the broad priorities of the RHTF?
3. **Fund Governance and Partnerships:** How will regional governance of the fund work? How will it be staffed, and who will make up the board?
4. **Project Criteria:** What does the RHTF consider "affordable"? What types of projects are eligible for funding? How long should properties remain affordable?

Legislation Review

Existing local, state, and federal policies were reviewed to guide recommendations and to identify elements which are supportive or prohibitive for achieving the RHTF's goals of affordable housing development. The SoLoCo Steering Committee is interested in real estate acquisition, disbursement, and partnership models with CDFIs. The following policies were reviewed, and conclusions are summarized below.

South Carolina Housing Trust Fund Enabling Legislation

Finding: Preference must be given to projects with an affordability requirement of at or below fifty percent of the median income for the local area, or the development/rehabilitation of special needs housing, or the development//rehabilitation of homeless housing.

The "William C. Merscher Local Housing Trust Fund Enabling Act" became effective on May 5, 2007. Any Housing Trust Fund in the state of South Carolina may allocate funds towards the development or rehabilitation of affordable housing. This legislation makes no reference to a Housing Trust Fund's ability to acquire or dispose of real estate property.

South Carolina Land Bank Legislation

Finding: South Carolina does not grant land banks special powers in acquiring real estate, but local governments have fewer restrictions than other states with regard to land and property disposition.

The South Carolina Community Land Bank Act for nonprofits has been held in committee since 2013. This Act would enable officially-created land banks in South Carolina that could have special powers related to rehabilitating blighted and tax delinquent property. However, it is still possible to establish an organization that purchases land or accepts donated land and reuses it for affordable housing purposes. For example, the Greenville Housing Fund has a land banking program.

In South Carolina, local governments appear to have fewer restrictions on land and property disposition than in many other states. They can dispose of land and/or property on any terms that their council deems appropriate. This means that donation of public property and/or sale of property for less than fair market value to a land banking entity would be possible.

Water and Sewer Authority Legislation

Findings: Local water and sewer authorities are legally allowed to set their own rates for associated services.

The Beaufort-Jasper Water and Sewer Authority provides the majority of the SoLoCo region's water and sewer service. South Carolina State Code, Title 6, Chapter 25, and Title 6, Chapter 37 grants the Water Authority permission to charge for services including cost of acquisition, construction, improvement, studies, plans, surveys, estimated costs of the project, easements, fees, permits, approval licenses, professional expenses, insurance. The rates charged for services are not subject to supervision or regulation by any outside board or commission, other than their own BJSWA board. This is important for the RHTF because many expressed concern of the costly fees and services provided by the Water and Sewer Authority, and are aware of how these costs create development barriers for affordable housing.

Hotel/ Accommodation Tax Legislation

Findings: Municipalities can allocate a percentage of their Accommodation Tax revenues into their general fund, and these funds are exempt from the tourism/hospitality requirements.

The South Carolina Accommodation Tax Legislation specifies how local governments can disperse their accommodation tax revenue:

- Two percent of the state-collected tax is remitted quarterly to the municipality.
- The first \$20,000 can be allocated to the general fund and is exempt from the Accommodation Tax requirements, and

- An additional 5% of the balance can also be allocated to the general fund and is exempt from the requirements.
- 30% must be allocated to a special fund ONLY for advertising and promotion of tourism to develop and increase tourist attendance through the generation of publicity.
- The remaining of the funds can be used to fund other county and municipal services, of which none included housing, roads, and utilities unless the roads and utilities are adjacent to civic and cultural facilities.
- Allocations to the municipalities and counties must be spent within two years of receipt.

Development Patterns

Understanding where residential demand is high and what market constraints exist will structure the RHTF's framework of where future projects can be built or preserved, or where it may be difficult to develop.

Population Growth Trends

There are 46 counties in South Carolina. Of these 46 counties, there are 16 large counties with populations of 100,000 or more and 14 smaller counties with populations of 30,000 or less. Beaufort County is the fastest growing county among the larger counties in South Carolina's Lowcountry region, and Jasper County is the fastest growing county among the smaller counties.¹ Between 2000 and 2020, Beaufort and Jasper Counties together experienced a 59% increase in their population. The counties grew by over 45,000 residents between 2000 and 2010; and over 37,000 residents between 2010 and 2020 (Table 1, "Change in Population, 2000-2020"). The total population across both counties is projected to grow to 245,696 by 2025. Between 2010 and 2019, the City of Hardeeville and the Town of Bluffton have been notable centers of growth (Table 2, "Change in Population by Jurisdiction, 2010-2019"). **One factor driving population growth throughout the study area is job location and growth, particularly the concentration of jobs within municipal boundaries – Beaufort, Bluffton, Hilton Head Island and Ridgeland.** The employed population in both Beaufort (19%) and Jasper (20%) counties grew between 2010 and 2019 (Table 3, "Change in civilian employed population 16 years and over"). There are about 78,600 jobs in the Hilton Head Island-Bluffton-Beaufort region. In addition to employment opportunities, median household income in both counties has also increased. In Beaufort County, median household income increased by about \$13,000 between 2010 (\$55,286) and 2019 (\$68,377). In Jasper County, median household income jumped from \$37,393 in 2010 to \$45,601 in 2019. The Lowcountry Region may also be attracting new residents because of its amenities and attractions, from recreational activities, to cultural events and historical sites, to resorts and beach-front residences.²

¹ Lowcountry Council of Governments, 2020, "The People and the Economy of the Lowcountry: A Demographic Overview".

² South Carolina Lowcountry and Resort Islands, 2021, Retrieved from: <https://southcarolinalowcountry.com/>

Table 1: Change in Population, 2000-2020

| | 2000 | 2010 | 2020 | 2025 | Change | |
|-----------------------|-----------|-----------|-----------|-----------|---------------|---------------|
| | | | | | 2000-2020 (#) | 2000-2020 (%) |
| Study Area | 141,615 | 187,010 | 224,461 | 245,696 | 82,846 | 58.50% |
| South Carolina | 4,012,012 | 4,625,364 | 5,282,232 | 5,629,430 | 1,270,220 | 31.66% |

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

Table 2: Change in Population by Jurisdiction, 2010-2019

| | 2010 | 2015 | 2019 | Change | |
|--------------------------------|--------|--------|--------|---------------|---------------|
| | | | | 2010-2019 (#) | 2010-2019 (%) |
| Hardeeville City | 2,985 | 4,353 | 6,064 | 3,079 | 103.15% |
| Bluffton Town | 10,748 | 14,607 | 20,799 | 10,051 | 93.52% |
| Port Royal Town | 10,442 | 11,513 | 12,770 | 2,328 | 22.29% |
| Hilton Head Island Town | 36,714 | 39,071 | 40,007 | 3,293 | 8.97% |
| Beaufort City | 12,492 | 12,839 | 13,404 | 912 | 7.30% |
| Ridgeland Town | 4,132 | 4,030 | 3,911 | -221 | -5.35% |
| Yemassee Town | 1,075 | 893 | 979 | -96 | -8.93% |

Source: U.S. Census Bureau, 2010-2019, American Community Survey 5-Year Estimates.

Table 3: Change in Civilian Employed Population 16 Years and Over, 2010-2019

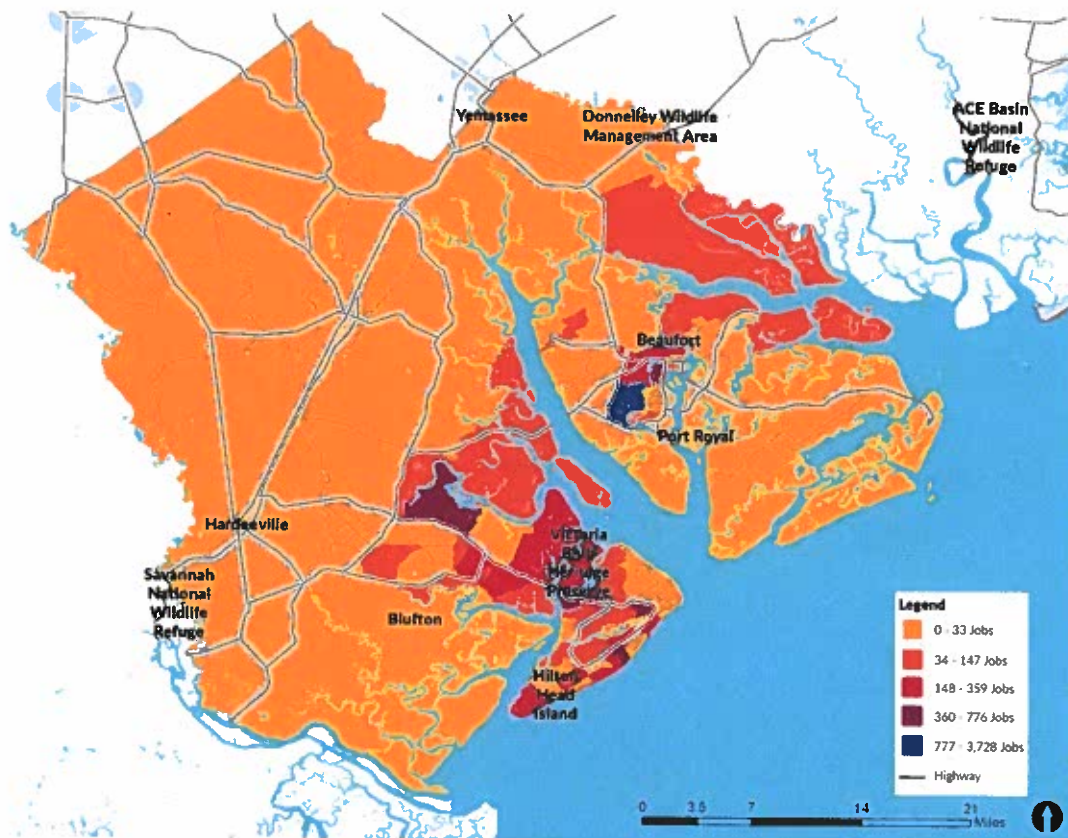
| | | | | Change | |
|-----------------------------------|--------|--------|--------|---------------|---------------|
| | 2010 | 2015 | 2019 | 2010-2019 (#) | 2010-2019 (%) |
| Jasper County | 10,304 | 11,707 | 12,309 | 2,005 | 19.46% |
| Beaufort County | 63,988 | 70,487 | 76,980 | 12,992 | 20.30% |
| Jasper County unemployment rate | 10% | 5.1% | 2.5% | | |
| Beaufort County unemployment rate | 8.8% | 5.4% | 2.6% | | |

Source: U.S. Census Bureau, 2010-2019, American Community Survey 5-Year Estimates

Jobs

Employment opportunities in the study area are largely concentrated within municipal boundaries, particularly within the cities of Beaufort, Bluffton, Hilton Head Island and Ridgeland. As one moves outside of municipal boundaries, job density decreases and becomes sparse in smaller towns such as Yemassee.

Map 1: All Jobs by Census Tract (Count)



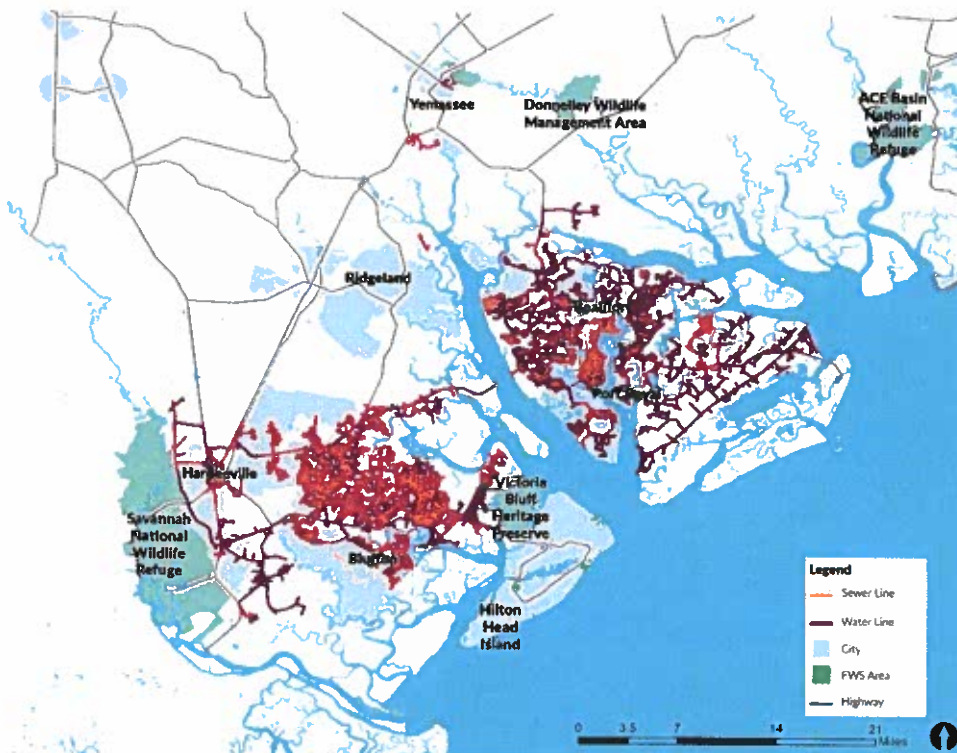
Source: U.S. Census Bureau, 2018, Longitudinal Employer-Household Dynamics (LEHD).

Examining jobs by industry, retail jobs are generally located along highways and major thoroughfares, concentrated in west Beaufort, Red Oak northeast of Port Royal, and along US-278 between Hardeville and Bluffton. Service industry jobs are concentrated in parts of Hilton Head Island, where there is increased density of restaurants, cafes, and eateries related to tourism; along Okatie Highway, and in Bluffton along May River Road. Health care jobs are concentrated at medical centers, medical universities, and hospitals along Ribaut Road and US-21 in Beaufort and along US-278 in Bluffton. **Each of these industries are important considerations for the RHTF because they employ more than 50% of the region's workforce, who also struggle to find housing within 30% of their salary. More information on wages are provided on Table 6.**

Utilities

The availability of utilities, particularly water and sewer lines, is important for determining the feasibility of new developments, especially multifamily housing development. The increased, hyper localized demand for water at new development sites requires sufficient water and wastewater capacity and as pipes are part of a system, new water and sewer lines must logically extend from the existing service connections as development pushes outward from the network.

Map 2: Existing Water and Sewer Lines



Source: Spatial Engineering, Inc., received from Richard L. Truluck, retrieved on March 9, 2021; BJSWA, received from Lisa Wagner, retrieved on March 3, 2021.

Water and sewer lines are mostly located within the municipal boundaries of Beaufort and Bluffton, with some service in Port Royal acting as a “spine” across the town. Service is also located along major highways and thoroughfares in Hardeeville. New development requiring water and sewer lines is limited to how far out from the existing lines new lines may be placed in order to connect to the water and wastewater system.

Local developers, nonprofits, and affordable housing advocates expressed concern of the costly fees and services provided by the Water and Sewer Authority. The fees are an expensive barrier to realizing an affordable project. Through recent conversation, it's known the BJSWA does not have a policy of creating discounts for affordable housing projects, so many local jurisdictions and nonprofits are looking for ways to offer grants or financial assistance to help reduce the cost of water and sewer fees.

Short-Term Rentals

Short-term rentals are furnished housing units, sometimes an individual room within a unit or an entire unit, available for rent for a minimum of one night, up to several days, sometimes weeks, or less than 90 continuous days. While short-term rentals generally operate in a similar manner to hotels and motels, these rentals appeal to potential guests because such units may be more affordable, offer a more “homey” feel, provide the opportunity for a more authentic neighborhood experience, and allow for more direct one-on-one communications with a host that provides super local knowledge of an area. There is also incentive for landlords to convert their units from long term leases to short-term rentals to have greater flexibility over pricing with different weeknight and weekend rates as landlords are able to extract higher rents per day for short-term rentals than for long term rentals. **Thus, with finite housing supply, the conversion of existing housing units to short-term rentals places pressure on long term rent prices by pushing residents out of housing units to compete for fewer long term leasing opportunities at higher rental rates.**

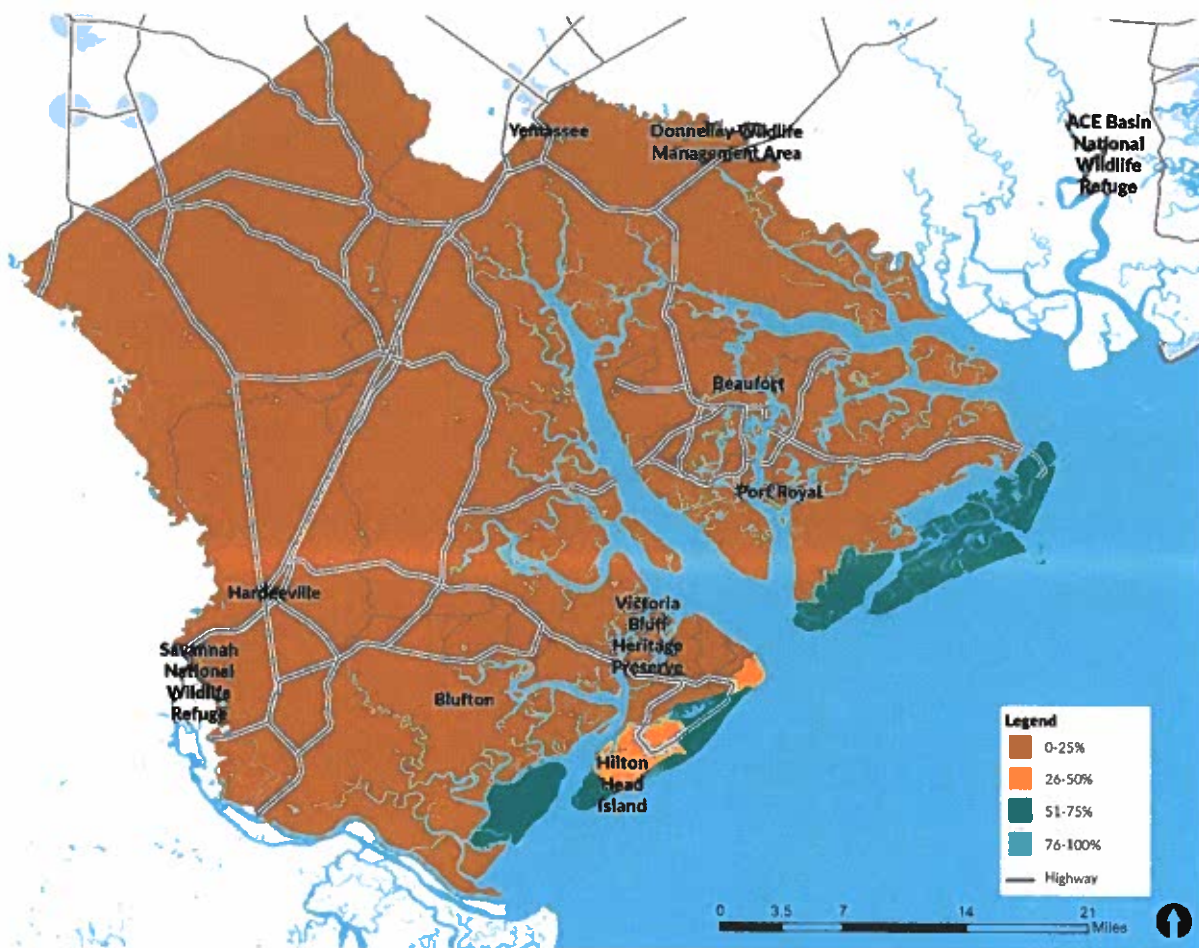
The U.S. Census's American Community Survey tracks vacant units that are for “seasonal, recreational, or occasional use.”³ This includes short-term rentals as well as properties that function as second or “vacation” homes but are not rented out when the owners are not present. When comparing these recreational-use properties to the total number of housing units, our

³ Short term rentals are difficult to track since mainstream providers, such as AirBnB, do not make their database public nor does the Census adequately track for the incidence of short term rentals. The Census designates short term rentals as vacant units that are for seasonal, recreational, or occasional use, although this metric may not capture individual rooms in or units on an owner-occupied property (HBR.org) However, these latter rooms or units may not impact the long term rental market since these may be rooms, or units such as a basement or attached dwelling unit, that would otherwise not be rented long term due to non-comforming aspects of these rooms or units, or these rooms or units may only be available when an owner-occupant is away from their property for a set amount of time. As stated in the Housing Vacancies and Homeownership Census definitions and explanations landing page, “seasonal housing units are those intended for occupancy only during certain seasons of the year and are found primarily in resort areas (Census.gov).”

<https://hbr.org/2019/04/research-when-airbnb-listings-in-a-city-increase-so-do-rent-prices>
<https://www.census.gov/housing/hvs/definitions.html>

findings show that they are concentrated along the coastline. Hunting Island, Fripps Island, Pritchards Island, and Daufuskie Island have recreational-use properties representing between 50% and 75% of their total housing stock, while parts of Hilton Head Island range between 25% up to 76% of total housing stock classified as recreational-use properties. For example, one area of Hilton Head Island along S Forest Beach Dr between approximately Woodward and Pope Avenues has 76% of properties devoted to recreational uses; overall seasonal, recreational, or occasional use rentals represent 44% of all housing units on Hilton Head Island. In contrast, less than 11% of all housing units in Jasper County are designated as seasonal, recreational, or occasional use units.

Map 3: Recreational-Use Properties as Percentage of Housing Units by Census Tract



Source: U.S. Census Bureau, 2010-2019, American Community Survey 5-Year Estimates.

Building Permits

Permit records can enhance an understanding of the region's growth and changes over time. The following datasets combine residential permit information from two sources, between 2015 and 2020.

- Permit counts decreased between 2015 and 2020 in the unincorporated county areas. Meanwhile, permit counts increased in all cities except for the City of Beaufort and Hilton Head. **This may be indicative of development barriers, such as available infrastructure and availability of land, as well as land values, which are higher in the City of Beaufort and Hilton Head.**
- Mobile Home permits are prevalent in Beaufort and Jasper Counties, as well as Yemassee. Mobile Home permits increased by 15% between 2015 and 2020 in both unincorporated county areas, while their population share decreased over the same period. **This may indicate the increasing demand for affordable housing in the region, and mobile homes becoming a reliable solution for households.**
- Multifamily permits are prevalent in the counties, Port Royal, and the City of Beaufort, but all have decreased their multifamily permits between 2015 and 2020 except for Port Royal. **Port Royal's location is accessible to multiple employment centers and provides a higher share of multifamily units.**

Table 4: Change in Building Permits, 2015-2019

| | Beaufort County | | Jasper County | | Yemassee | Bluffton | | Port Royal | | City of Beaufort | | Hardeeville | | Hilton Head | |
|---------------------|-----------------|------------|---------------|------------|-----------|------------|--------------|------------|------------|------------------|-----------|-------------|------------|-------------|------------|
| | '15 | '19 | '15 | '19 | '20 | '15 | '19 | '15 | '19 | '15 | '19 | '15 | '19 | '15 | '19 |
| SF | 436 | 309 | 37 | 74 | 5 | 810 | 1,190 | 78 | 117 | 24 | 50 | 204 | 499 | 93 | 105 |
| MF | 40 | 0 | 72 | 0 | 0 | 0 | 0 | 246 | 516 | 56 | 24 | 0 | 0 | 0 | 0 |
| Mobile Homes | 223 | 270 | 68 | 81 | 12 | 0 | 0 | 1 | 2 | 0 | 0 | 0 | 0 | 0 | 2 |
| Total | 699 | 579 | 177 | 155 | 17 | 810 | 1,190 | 325 | 635 | 80 | 74 | 204 | 499 | 93 | 107 |

Source: Individual Cities' and Counties' reporting statistics 2015 and 2019, and HUD User SOCDS Building Permits Database 2015 and 2019, retrieved April 14, 2021.

Conclusion: Development Patterns

The region's notable growth pressure is pushing the limit on developable land, considering proximity to existing utilities and roadways, which is driving up land values, home values, and rent values. Home and rent costs will be discussed in the next section, *Defining Affordability*. The constraints around developable land and access to infrastructure has also been addressed partially by the overreliance on manufactured housing, which will also be discussed in *Defining Affordability*.

Future growth will continue to be adjacent to amenities and employment centers, but undeveloped land along Highway 462 and Highway 21 do not have the infrastructure to support future development. The RHTF cannot support infrastructure development alone, but awareness of site constraints can help the RHTF target available land or infill, areas in proximity to jobs, proximity to transportation infrastructure, and water and sewer utilities.

Defining Affordability

The RHTF will need to determine which projects are eligible for funding, and what it is considering “affordable”. Local vernacular may desire terms such as affordable housing, workforce housing, or attainable housing, but the bottom line is to create housing options for the workforce industries who currently have difficulty finding decent housing in proximity to employment centers. Understanding this workforce’s needs, and what barriers they are up against in the local market, will help define “affordability”.

Industry salaries and wages

Income levels across the Beaufort and Jasper county region have increased between 2010-2019. Of the study area jurisdictions, Hardeeville and Bluffton have experienced the highest share of median household income increases between 2010 and 2019 (Table 5 “Change in Median Household Income by Jurisdiction, 2010-2019”). Low-income families throughout Beaufort County earn between \$36,701 - \$58,700 and low-income families in Jasper County earn between \$23,601 - \$37,750 (Graph 1, “Median Income comparisons”).

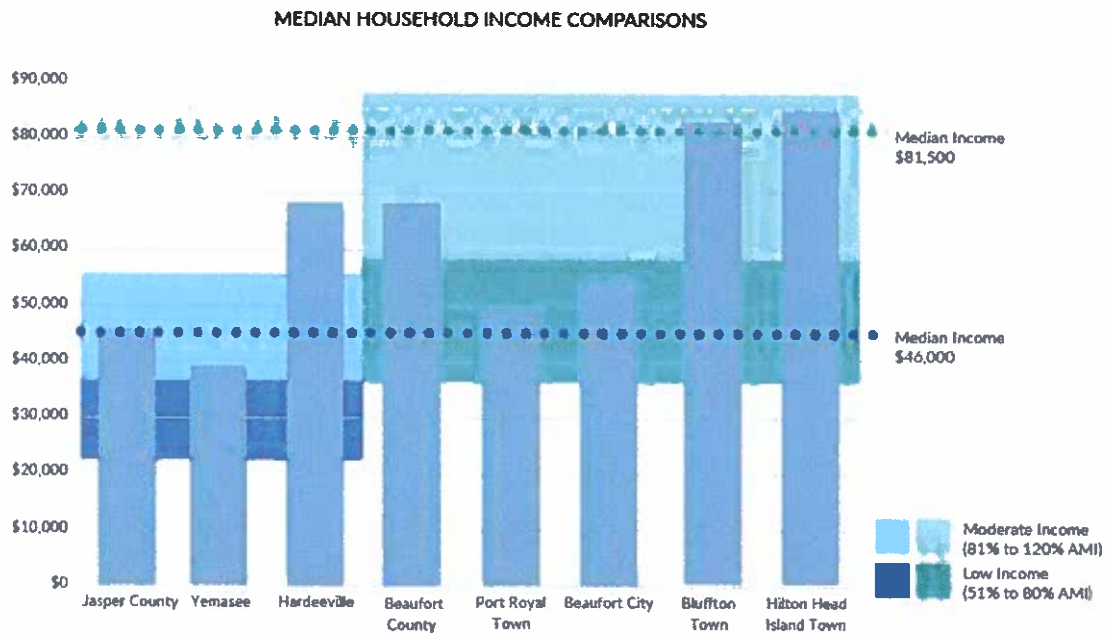
Four industries employ the majority of people in the Hilton Head Island-Bluffton-Beaufort region (Food Preparation and Serving Related Occupations; Sales and Related Occupations; Office and Administrative Support Occupations; and Transportation and Material Moving Occupations). These four industries make up about 49.39% of all jobs in the region. On average, people employed in these industries earn between \$23,810 and \$39,110 annually. However, in order to afford the median gross rent, households in Beaufort County will need to earn at least \$48,080 and households in Jasper County will need to earn at least \$37,160 (Table 6, “Hilton Head Island-Bluffton-Beaufort Annual Mean Wages for Top 4 Employment Occupational Groups”). **Given that wages for most workers in Beaufort and Jasper counties do not meet the affordability threshold to live in these counties, single-earner households employed in these sectors and others, especially low-income renters, will not be able to find housing they can afford in these areas.** Even dual-earner households making minimum wage will struggle in many areas.

Table 5: Change in Median Household Income by Jurisdiction, 2010-2019

| | 2010 | 2015 | 2019 | Change | |
|--------------------------------|----------|----------|----------|---------------|---------------|
| | | | | 2010-2019 (#) | 2010-2019 (%) |
| Hardeeville City | \$33,088 | \$41,440 | \$68,365 | \$35,277 | 106.62% |
| Bluffton Town | \$55,699 | \$64,287 | \$82,481 | \$26,782 | 48.08% |
| Hilton Head Island Town | \$67,629 | \$66,646 | \$84,575 | \$16,946 | 25.06% |
| Yemassee Town | \$31,761 | \$36,379 | \$38,370 | \$6,609 | 20.81% |
| Port Royal Town | \$42,520 | \$47,445 | \$49,797 | \$7,277 | 17.11% |
| Beaufort City | \$49,063 | \$42,630 | \$54,873 | \$5,810 | 11.84% |
| Ridgeland Town | \$51,094 | \$35,405 | \$31,991 | -\$19,103 | -37.39% |
| Beaufort County | \$55,286 | \$57,048 | \$68,377 | \$13,091 | 23.68% |
| Jasper County | \$37,393 | \$37,141 | \$45,601 | \$8,208 | 21.95% |

Source: U.S. Census Bureau, 2010-2019, American Community Survey 5-Year Estimates

Graph 1: Median Housing Income Comparisons



SOURCE: MEDIAN INCOME ACS 2015-2019; AHMI HUD 2020

Table 6: Hilton Head Island-Bluffton-Beaufort (MSA) Annual Mean Wages for Top 4 Employment Occupational Groups (2019)

| | Total Employment | Annual Mean Wage |
|--|-------------------------|-------------------------|
| Food Preparation and Serving Related Occupations | 12,810 | \$23,810 |
| Sales and Related Occupations | 10,800 | \$39,110 |
| Office and Administrative Support Occupations | 10,380 | \$35,830 |
| Transportation and Material Moving Occupations | 4,830 | \$32,370 |
| Beaufort County Household Income Needed to Afford Median Gross Rent | | \$48,080 |
| Jasper County Household Income Needed to Afford Median Gross Rent | | \$37,160 |

Source: U.S. Bureau of Labor Statistics, 2019, Occupational Employment and Wage Statistics (OEWS) Survey.

Availability of Housing Stock

As discussed above in the short-term rentals section, parts of Beaufort County's housing stock is largely devoted to recreational-use short-term rentals or seasonal homes. This leads to strain in the housing market as units are reserved for tourism instead of residential housing, driving up rental rates for year round residents. Some strategies to counteract the pressure short-term rentals place on the availability of housing stock include preserving existing affordable housing units; converting older housing stock, or naturally occurring affordable housing (NOAH) units into long-term affordable housing; creating mechanisms that allow short-term rental housing to financially support affordability, such as short-term rental fees that can be dedicated to an entity like the RHTF; or limiting the prevalence of short term rental units or placing additional restrictions that prevent housing currently rented through longer term lease from being converted to short term rentals.

Cost Burden

Both Beaufort and Jasper counties have seen a 22% increase in gross rent between 2010 and 2019 (Table 7, "Change in Median Gross Rent, 2010-2019"). While median household income has increased across the region, about 52% of renters in Beaufort County and 58% of renters in Jasper County are cost burdened (Table 8, "Change in Cost-burdened Households, 2010-2019"). The Department of Housing and Urban Development (HUD) defines cost-burdened families as those who pay more than 30 percent of their income for housing and may have difficulty affording necessities such as food, clothing, transportation, and medical care.⁴

⁴ United States Department of Housing and Urban Development, n.d., "Rental Burdens: Rethinking Affordability Measures". Retrieved from: https://www.huduser.gov/portal/pdredge/pdr_edge_featd_article_092214.html.

As the population in the Beaufort and Jasper County region continues to increase, local officials will need to increase housing supply and ensure that supply is provided at appropriate costs for all residents. Jurisdictions with the highest share (more than 58%) of cost-burdened renters are Hardeeville, Port Royal, and Ridgeland. The Beaufort and Jasper county region needs an additional 2,275 units to supply enough housing for extremely low-income renters, and an additional 3,503 units to supply enough housing for moderate-income residents (Graph 2, "Cost Burdened"). Yemassee, Beaufort, Hilton Head, and Bluffton offer more affordable rental rates to extremely low-income residents than the other jurisdictions.

Table 7: Change in Median Gross Rent, 2010-2019

| | 2010 | 2015 | 2019 | Change | |
|------------------------|-------|---------|---------|---------------|---------------|
| | | | | 2010-2019 (#) | 2010-2019 (%) |
| Beaufort County | \$988 | \$1,048 | \$1,202 | \$214 | 21.66% |
| Jasper County | \$759 | \$784 | \$929 | \$170 | 22.40% |

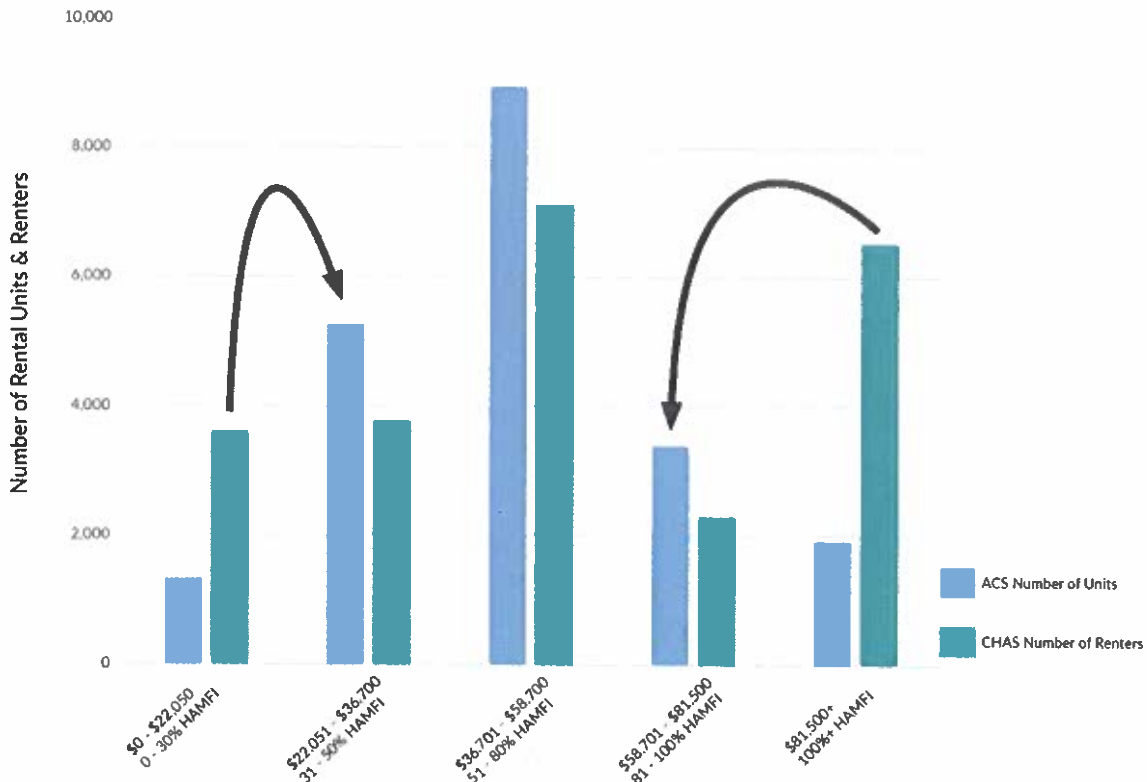
Source: U.S. Census Bureau, 2010-2019, American Community Survey 5-Year Estimates

Table 8: Change in Cost-Burdened Households, 2010-2019

| | 2010 | 2015 | 2019 | Change |
|------------------------|--------|--------|--------|-----------|
| | | | | 2010-2019 |
| Jasper County | 56.50% | 50.60% | 58.20% | 1.70% |
| Beaufort County | 49.30% | 51.50% | 52.30% | 3.00% |
| South Carolina | 49.20% | 52.00% | 49.10% | -0.10% |
| United States | 50.80% | 51.80% | 49.60% | -1.20% |

Source: U.S. Census Bureau, 2010-2019, American Community Survey 5-Year Estimates

Graph 2: Cost Burdened



SOURCES: AMERICAN COMMUNITY SURVEY GROSS RENT 2019 5-YEAR
CHAS 2013-2017 DATA, COUNTY LEVEL DATA

Housing Typologies

There are five housing typologies examined in this section, which include single-family, middle multifamily, multifamily, mobile housing, and boathouses.⁵

There are nearly 100,000 (99,204) total housing units in Beaufort County compared to approximately 12,000 (11,865) total housing units in Jasper County for a total of 111,069 units in both counties. In Beaufort County, single-family housing represents the largest share of available housing at 62%, followed by multifamily housing (19%) with middle multifamily and mobile housing nearly equal shares (10% and 9%, respectively). While there are far fewer housing units available in Jasper County, a much greater proportion of Jasper County's housing

⁵ Single-family housing consists of single unit, detached and attached structures, the latter which include row houses, duplexes, quadruplexes, and townhouses. In order for attached units to be considered single-family housing, each unit must have its own heating system, utility meters, and have no units above or below. Middle multifamily housing is defined here as structures with 2 to 4 units, which would include duplexes, triplexes, and quadruplexes that do not meet the Census' definition of attached single-family housing. Multifamily housing is defined as structures with five or more units. Mobile housing refers to manufactured housing that is moveable, does not require a foundation, and is at least 8 feet wide and 40 feet long. Boathouses refer to docked or sailable boats. (<https://www.census.gov/construction/chars/definitions/>)

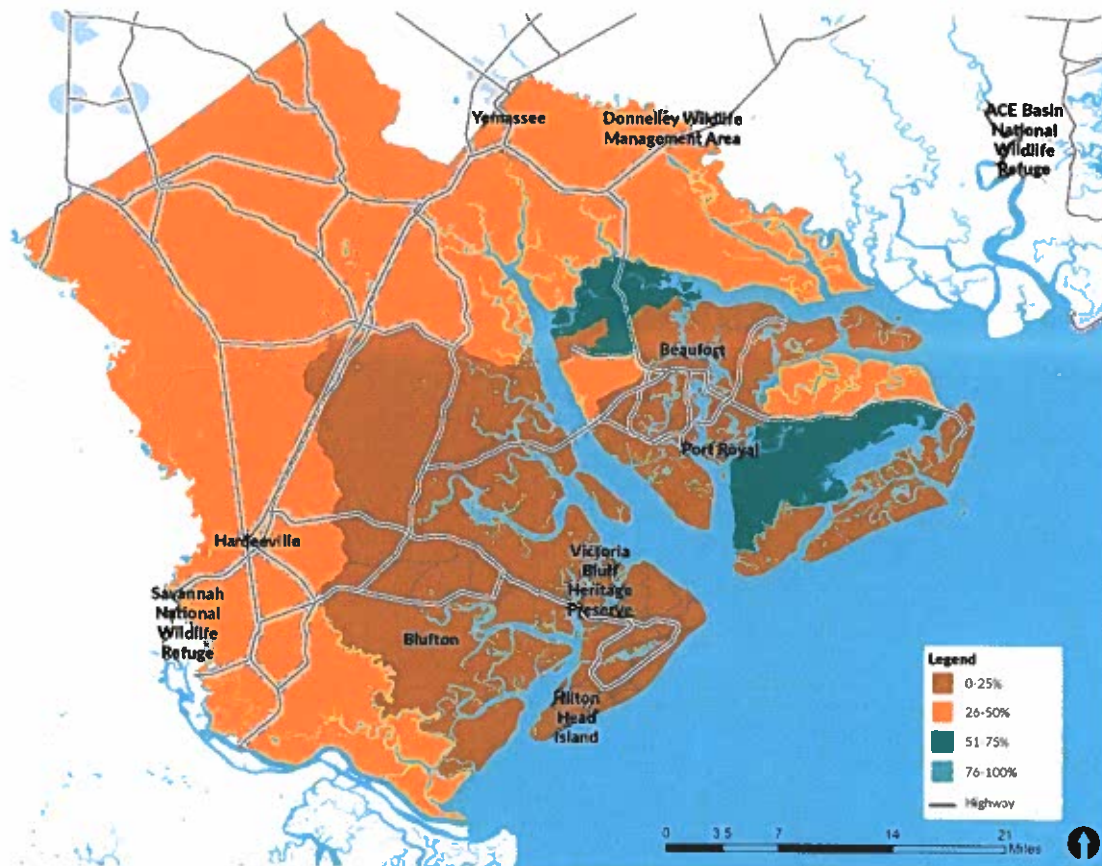
stock is mobile homes. For example, Jasper has about 10% of the region's housing units, but nearly 30% of the region's mobile homes. Although Jasper County has a large share of mobile homes, most of its housing stock is still composed of single-family homes (58%), with 9% of its housing stock allocated to multifamily and only 3% to middle multifamily. Neither county has a sizeable boathouse stock compared to total housing units, with a total of 115 boathouses in the region.

Table 9: Total Units by Housing Typology

| County | Single-Family | Middle MFH | Multifamily | Mobile | Boat | Total |
|--------------|---------------|---------------|---------------|---------------|------------|----------------|
| Beaufort | 61,508 | 10,150 | 18,451 | 9,003 | 92 | 99,204 |
| Jasper | 6,902 | 378 | 999 | 3,563 | 23 | 11,865 |
| Total | 68,410 | 10,528 | 19,450 | 12,566 | 115 | 111,069 |

Source: U.S. Census Bureau, 2010-2019, American Community Survey 5-Year Estimates.

Map 4: Mobile Homes as Percentage of Housing Units by Census Tract



Source: U.S. Census Bureau, 2010-2019, American Community Survey 5-Year Estimates.

One of the biggest takeaways from this data is that mobile, or manufactured, housing has been filling the gap to provide affordable housing for families. Combined with the available sewer and water lines, manufactured housing may also be meeting a housing need where denser development is unlikely to be built until public infrastructure is constructed to connect these areas to city and county utility grids.

Table 10: Housing Share by Typology

| County | Single-Family | Middle MFH | Multifamily | Mobile | Boat |
|----------|---------------|------------|-------------|--------|------|
| Beaufort | 62% | 19% | 19% | 9% | 0% |
| Jasper | 58% | 3% | 9% | 30% | 0% |
| Total | 62% | 9% | 18% | 11% | 0% |

Source: U.S. Census Bureau, 2010-2019, American Community Survey 5-Year Estimates.

Publicly Funded Affordable Housing

Affordable housing at the federal level is generally defined as housing that is no more than 30% of one's gross income towards rent (or a mortgage), including utilities. Since each geographic area has its own cost of living allowances, area median income (AMI) is typically used for regional governments to set affordability metrics for rental rates with some flexibility for household size, number of dependents, and number of rooms in a unit.⁶

There are three main types of publicly funded affordable housing discussed in this section, including public housing, the Low-Income Housing Tax Credit (LIHTC), and the HOME Investment Partnerships Program (HOME). Public housing is defined as publicly owned housing, typically owned outright by the government and managed through a local public housing authority, that may include a range of housing types from scattered site single-family housing to high multifamily housing and requires tenants to meet a particular set of income limits based on household size. The Beaufort Housing Authority owns public housing in Beaufort County.

⁶ Some counties and municipalities in the region have created additional definitions of affordability. In Beaufort County, affordable housing is defined as "housing that is affordable to an individual or family earning 80% or less of the County's current area median income and spends no more than 35% of their gross income for housing costs," according to the Beaufort County Comprehensive Plan.[#] The City of Hardeeville defines "attainable housing" as housing that "targets a demographic with a dual-income household and an average salary between \$36,400 and \$52,000 per year" noting that represents 70% to 100% of AMI for the city. The Hardeeville Attainable Housing Task Force Report and Recommendations to Hardeeville Mayor and City Council, dated December 5, 2019 further stipulates that "a family in this income range with a credit score of around 620 and minimal debt may qualify for homes sold between \$150,000 and \$200,000." However, the average home sales price at the time of the report was \$301,600.[#]

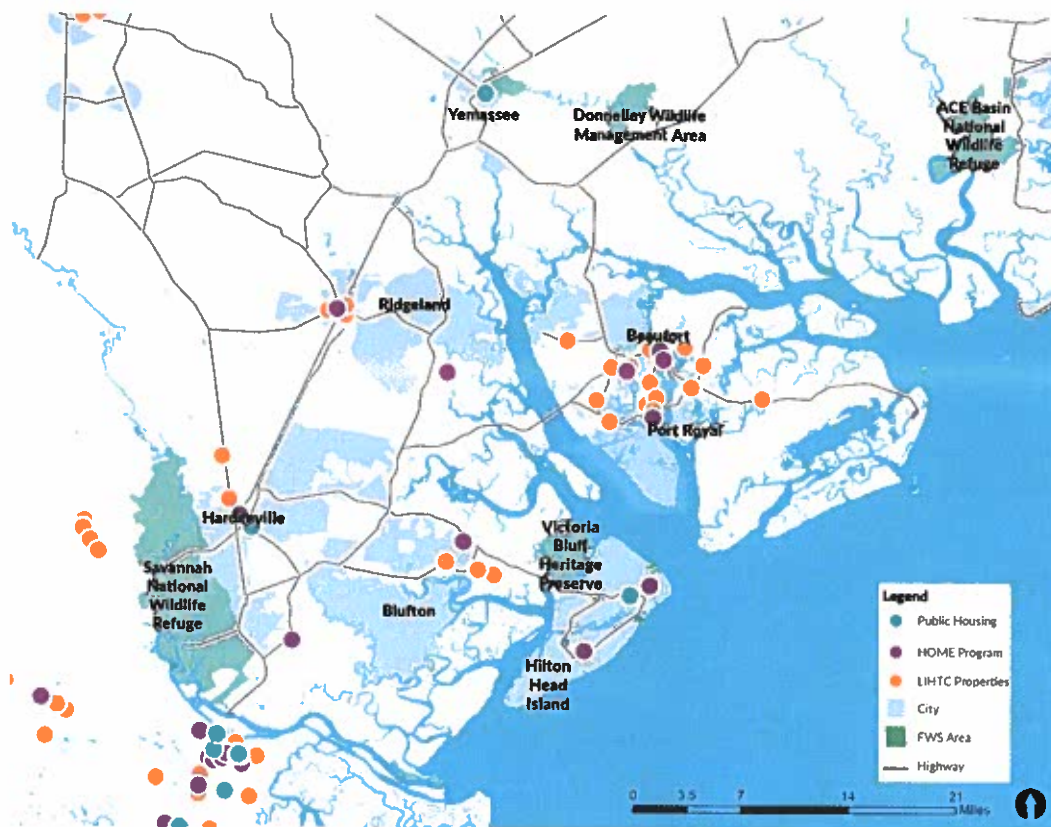
<https://beaufortcountysc.gov/council/comprehensive-plan/documents/2010-comprehensive-plan-documents/chapter-8-affordable-housing.pdf>

<http://hardeevillesc.gov/DocumentCenter/View/10003/Item-II-1---Attainable-Housing-Task-Force-Recommendations>

The LIHTC provides funding directly to state and local housing agencies to “to issue tax credits for the acquisition, rehabilitation, or new construction of rental housing targeted to lower-income households,” and is considered the “most important resource for creating affordable housing in the United States today” according to the US HUD’s Office of Policy Development and Research (PD&R).⁷ The South Carolina State Housing Finance and Development Authority receives, manages, and allocates LIHTC in the state of South Carolina. The annual national budget for this credit is approximately \$8 billion.

The HOME Program is a federal block grant to state and local governments to provide affordable housing for low-income families. These funds may be used to close downpayment gaps, rehabilitate or build new housing for rent or ownership, site acquisition, or go to Community Housing Development Organizations (CHDOs), which are non-profits connecting low-income families with housing opportunities. The annual national budget for this program is approximately \$2 billion.

Map 5: Publicly Funded Housing by Program Type



Source: HUD Resource Locator, U.S. Department of Housing and Urban Development. <https://j.mp/34Dmbf>.

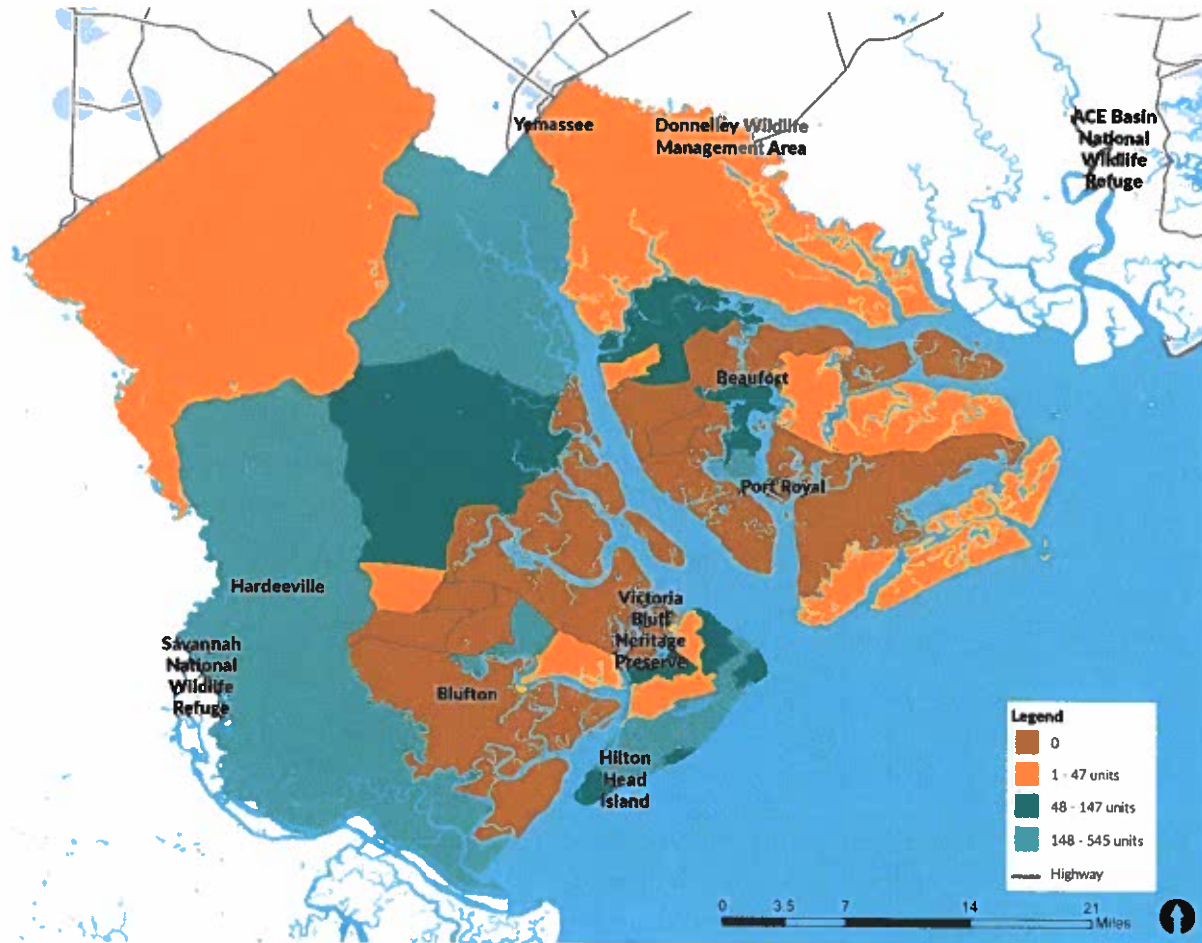
⁷ <https://www.huduser.gov/portal/datasets/lihtc.html>

Locations of existing publicly funded affordable housing may help the RHTF understand where state and federal funding has already been leveraged, and which funding sources prove to create more housing units overall. Existing affordable housing is largely located in the City of Beaufort, north of Port Royal. Public housing comprises very little of the region's existing affordable housing: Each county has a single public housing site, with one in Hardeeville (Jasper County) owned by the South Carolina Regional Housing Authority Number 3, and one in Hilton Head Island (Beaufort County) named Sandlewood Terrace. LIHTC properties represent the greatest number of funded housing units in the region, with 17 properties in the City of Beaufort, 10 in Bluffton, two in Hardeeville, two on Hilton Head Island, two in Port Royal, four in Ridgeland, and one on St Helena Island. The HOME Program represents fewer properties than LIHTC properties in the region, with seven properties in the City of Beaufort, one in Bluffton, two in Hardeeville, two on Hilton Head Island, two in Port Royal, and three in Ridgeland.

Housing Age

As housing ages, it typically becomes more naturally affordable as the housing stock requires repair, is generally smaller, may lack modern amenities such as central air conditioning, and may feature outdated design, materials, or spaces. In 2021, housing stock that is approaching 40 years of age was built before 1980. **Identifying these older properties may become an opportunity for the RHTF to acquire and preserve for affordable housing units production.** In Beaufort County, 19% of the existing housing stock was built before 1980 and most of these units are on Hilton Head Island. In Jasper County, 22% of the existing housing stock was built before 1980 in Hardeeville and southwest of Bluffton. In the region as a whole, housing built before 1980 is mostly located inland away from the coastline with the main exception of Hilton Head Island, which has a long history of continuous, permanent, year round occupation since the colonial era.

Map 6: Housing Units Built before 1980 (Total Count)



Source: U.S. Census Bureau, 2010-2019, American Community Survey 5-Year Estimates.

The majority of existing housing still standing today constructed before 1980 is composed of single-family housing. In Beaufort County, 75% of housing units built before 1980 are single-family and 79% are single-family in Jasper County. Presently, there are 497 units of middle multifamily housing and 1,833 units of multifamily housing (more than five units) built before 1980 in Beaufort County; 90% of these units were built between 1960 and 1979. In Jasper County, there are 45 units of middle multifamily housing and 82 units of multifamily housing built before 1980, with all but six of these units built between 1960 and 1979. Manufactured housing has outpaced over housing typologies, except for single-family housing, in Jasper since 1960.

Housing built between 1980 and 1999 represents the highest proportion of existing housing stock in the region, with triple the number of housing units constructed in Beaufort County and more than double the number of housing units constructed in Jasper County over the previous 1960-1979 era alone. More housing units were constructed between 1980 and 1999 than all of the structures built prior to 1980 that are still standing today. In the near future, many of these

units may also start to age and all of these units will be 40 years of age by 2039, presenting future opportunities for naturally affordable, aging housing stock.

Table 11: Housing Stock by Era Built

| Era Built | Beaufort County | | Jasper County | |
|--------------------------|-----------------|------------|---------------|------------|
| | Total Units | % of Stock | Total Units | % of Stock |
| 2010 or later | 6,358 | 9% | 2145 | 21% |
| 2000-2009 | 22,887 | 32% | 2067 | 20% |
| 1980-1999 | 28,915 | 40% | 3730 | 36% |
| 1960-1979 | 9,744 | 14% | 1548 | 15% |
| 1940-1959 | 3,033 | 4% | 551 | 5% |
| 1939 or earlier | 540 | 1% | 228 | 2% |
| Built Before 1980 | 13,317 | 19% | 2,327 | 22% |

Source: U.S. Census Bureau, 2010-2019, American Community Survey 5-Year Estimates.

The National Housing Preservation Database (NHPD) aggregates federally assisted rental housing properties using the U.S. Department of Housing and Urban Development (HUD) and U.S. Department of Agriculture (USDA) in lieu of a centrally created and managed database. The purpose of the database is to assist communities in gaining a better understanding of what housing opportunities are available in their area, especially naturally retiring affordable housing at the end of its subsidy period before these units become market rate.⁸ According to the database, there are approximately 337 subsidized housing units expiring before 2030 in the study area, including six apartment complexes in Beaufort and five single-family homes in Jasper County. **These expiring properties can be targeted for acquisition and preservation options.**

⁸ <https://preservationdatabase.org/about-the-database/>

Table 12: Naturally Retiring Affordable Housing Properties.

| Property Name | Address | City | State | Zip | Units | End Date |
|--|---------------------|------------------------|-------|-------|-------|----------|
| 123 Apartments | 123 Old Salem Rd | Beaufort | SC | 29902 | 40 | 1/1/26 |
| M99SIMNSTNHMS 757 ARTHUR GODREY RD RH | Simmons ville Rd | Bluffton | SC | 29902 | 40 | 5/6/22 |
| Vista View One Apartments | 39 Haigler Blvd | Bluffton | SC | 29910 | 72 | 1/1/27 |
| Bluff House Garden Apartments Phase III | 20 Simmons ville Rd | Bluffton | SC | 29910 | 116 | 1/1/29 |
| Single Family House | 116 Chalmers Rd | Hardeeville | SC | 29927 | 1 | 6/2/24 |
| Single Family House | 118 Charles St | Hardeeville | SC | 29927 | 1 | 6/25/24 |
| Dillon Apartments | 90 Dillon Rd | Hilton Head Island | SC | 29926 | 48 | 1/1/24 |
| Single Family House | 123 Dogwood St | Ridgeland | SC | 29936 | 1 | 4/25/24 |
| Single Family House | 271 1st Ave | Ridgeland | SC | 29936 | 1 | 6/2/24 |
| Single Family House | 274 1st Ave | Ridgeland | SC | 29936 | 1 | 7/9/24 |
| Arbor Village Homes | 22 Arbor Ln | Saint Helena Island | SC | 29920 | 56 | 1/1/26 |

Source: *The National Housing Preservation Database*,
<https://preservationdatabase.org/about-the-database/>

Sales Price

Sales prices of homes can provide a glimpse of the region’s market activity. The RHTF can use this information to justify the need for the fund, although the fund will not be competing for these market rate housing units. The average home value in Beaufort County is \$429,545, compared to Jasper County’s average of \$229,960, and the state’s average home value of \$236,731. The average sales price of homes increased in all jurisdictions between 2015 and 2020, except in Hardeeville and Yemassee. Ridgeland experienced the largest increase in average sales price of homes between 2015 (\$114,034.26) and 2020 (\$206,707.87). Hilton Head Island had the highest average sales price of homes at \$873,026.82, compared to all jurisdictions in the study area (Table 13, “Change in Average Sale Price of Homes”).

Table 13: Change in Average Sold Price of Homes

| | Average Sale Price | | Change | |
|--|--------------------|---------------------|--------------------|--------------------|
| | 2015 | 2020 | 2015 - 2020 (#) | 2015 - 2020 (%) |
| Beaufort City | \$258,090.73 | \$373,582.37 | \$115,491.64 | 44.75% |
| Bluffton Town | \$311,155.38 | \$455,023.27 | \$143,867.89 | 46.24% |
| Hardeeville City | \$234,294.00 | \$220,814.00 | -\$13,480.00 | -5.75% |
| Hilton Head Island Town | \$619,476.36 | \$873,026.82 | \$253,550.46 | 40.93% |
| Port Royal Town | \$183,821.44 | \$266,704.17 | \$82,882.73 | 45.09% |
| Ridgeland Town | \$114,034.26 | \$206,707.87 | \$92,673.61 | 81.27% |
| Yemassee Town | \$126,300.00 | \$120,499.62 | -\$5,800.38 | -4.59% |
| 2020 Beaufort County average home value | | \$429,545.00 | | |
| 2020 Jasper County average home value | | \$229,960.00 | | |
| 2020 South Carolina average home value | | \$236,731.00 | | |

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

Source: MLS of Beaufort City, Bluffton Town, Hardeeville City, Hilton Head Island, Port Royal Toan, Ridgeland Town, Yemassee Town, 2021

Conclusion: Defining Affordability

The RHTF should have an emphasis on supporting the households in greatest need of affordable housing, which is households making incomes below \$49,000 or 60% of Area Median Income for Beaufort and/or Jasper County, whichever is higher. This number was identified in *Memo #1 Peer Housing Trust Fund and Existing Plans Memo..* Based on South Carolina authorizing legislation for Housing Trust Funds, the RHTF may also need to emphasize households below 50% of Area Median Income, populations with special needs, and housing of homeless/unhoused residents as additional preferred project criteria. This recommendation does not imply that mixed-income or projects supporting other forms of affordability will be categorically excluded from funding, but does imply that projects serving these populations should be preferred over others given the limited resources available to the RHTF in any given year. The RHTF will have a formalized set of project criteria for maximum incomes in the final recommendations, which will describe the fund's ability to support mixed-income and other types of development.

FUNDING MATRIX

- Initial Infusion of Stimulus Funds*, plus \$500,000 Per Year (adjusted for inflation)

Annual Contributions, plus inflation (3%)

| Year Sum | Beaufort County | Hilton Head Island | Bluffton | Port Royal | City of Beaufort | Jasper County | Hardeeville | Yemassee |
|------------|--------------------|--------------------|------------------|------------------|------------------|------------------|------------------|-----------------|
| Y1* | \$1,117,826 | \$178,246 | \$286,363 | \$148,297 | \$150,549 | \$174,974 | \$81,549 | \$12,729 |
| Y2 | \$231,855 | \$92,389 | \$59,236 | \$30,676 | \$31,432 | \$50,201 | \$16,869 | \$2,633 |
| Y3 | \$238,811 | \$95,161 | \$61,013 | \$31,596 | \$32,375 | \$51,707 | \$17,375 | \$2,712 |
| Y4 | \$245,975 | \$98,015 | \$62,843 | \$32,544 | \$33,346 | \$53,258 | \$17,896 | \$2,793 |
| Y5 | \$253,354 | \$100,956 | \$64,729 | \$33,520 | \$34,347 | \$54,856 | \$18,433 | \$2,877 |
| Y6 | \$260,955 | \$103,985 | \$66,671 | \$34,526 | \$35,377 | \$56,502 | \$18,986 | \$2,963 |
| Y7 | \$268,783 | \$107,104 | \$68,671 | \$35,562 | \$36,438 | \$58,197 | \$19,556 | \$3,052 |
| Y8 | \$276,847 | \$110,317 | \$70,731 | \$36,629 | \$37,531 | \$59,943 | \$20,142 | \$3,144 |
| Y9 | \$285,152 | \$113,627 | \$72,853 | \$37,728 | \$38,657 | \$61,741 | \$20,747 | \$3,238 |
| Y10 | \$293,707 | \$117,036 | \$75,038 | \$38,859 | \$39,817 | \$63,593 | \$21,369 | \$3,335 |
| Sum | \$3,473,266 | \$1,116,835 | \$888,148 | \$459,937 | \$469,870 | \$684,971 | \$252,923 | \$39,478 |

*Y1= 3% x Stimulus

**Y2-Y10= funding based on population share

- “Bonus Points” discussion

REVENUE SOURCES

American Rescue Plan discussion

| | Beaufort County | | | Hilton Head Island | | | Bluffton | | | Port Royal | | | City of Beaufort | | | Jasper County | | | Hardeeville | | | Yemassee | | |
|--------------------------------------|-----------------|----------------|--------------|--------------------|----------------|--------------|--------------|----------------|--------------|------------|----------------|--|------------------|----------------|--------------|---------------|----------------|--------------|-------------|----------------|--|----------|----------------|--|
| | Pop 2019 | % of Total Pop | | Pop 2019 | % of Total Pop | | Pop 2019 | % of Total Pop | | Pop 2019 | % of Total Pop | | Pop 2019 | % of Total Pop | | Pop 2019 | % of Total Pop | | Pop 2019 | % of Total Pop | | Pop 2019 | % of Total Pop | |
| STR fees | 100,033 | 45.02% | | 39,861 | 17.94% | | 25,557 | 11.50% | | 13,235 | 5.96% | | 13,436 | 6.05% | | 21,659 | 9.75% | | 7,278 | 3.28% | | 1,136 | 0.51% | |
| General Fund dollars | \$- | | \$7,083,230 | \$42,558,448 | | \$45,500 | \$19,300,000 | | \$6,773,935 | | \$40,183 | | \$- | | \$- | \$33,898,200 | | \$18,600,000 | | \$1,602,632 | | \$- | | |
| Accommodation/Hotel Tax | \$- | | \$5,236,826 | | | \$700,000 | | | \$25,320 | | \$- | | \$- | | \$- | \$400,000 | | \$346,000 | | \$- | | \$- | | |
| One-Time American Rescue Plan funds | \$37,260,879 | | \$5,941,523 | | | \$9,545,448 | | | \$4,943,225 | | \$5,018,298 | | \$5,832,473 | | \$2,718,307 | | | | \$424,291 | | | | | |
| Local option sales tax | \$- | | \$- | | | \$- | | | \$- | | \$- | | \$877,000 | | \$- | | | \$- | | \$- | | \$- | | |
| Deed recording fees | \$- | | \$3,552,965 | | | \$- | | | \$- | | \$- | | \$- | | \$- | | | \$- | | \$- | | \$- | | |
| Other: | | | | | | | | | | | | | | | | | | | | | | | | |
| Proposed AHTF within proposed budget | \$- | | \$- | | | \$190,000 | | | \$- | | \$- | | \$30,000 | | \$12,000 | | | \$- | | \$- | | \$- | | |
| Total; Individual | \$37,260,879 | | \$64,372,992 | | | \$29,590,948 | | | \$11,782,663 | | \$5,018,298 | | \$41,007,673 | | \$21,664,307 | | | \$2,026,924 | | | | | | |

AGENDA ITEM:

XIV

Council Members Comments

AGENDA ITEM:

XV

Administrator's Report



OFFICE OF THE JASPER COUNTY ADMINISTRATOR

358 Third Avenue - Courthouse Square - Post Office Box 1149
Ridgeland, South Carolina 29936 - 843-717-3690 - Fax: 843-726-7800

Andrew P. Fulghum
County Administrator
afulghum@jaspercountysc.gov

Administrator's Report June 21, 2021

1. Multi-County Industrial Park (MCIP) Agreements with Partner Counties:
A meeting was held on June 14 to discuss the issue with Beaufort County staff. Staff is actively reconciling the matter and will report to Council when the issue has been staffed out.
2. Workshop - Emergency Operations:
Staff is preparing information for you for a proposed workshop to review and discuss the Regional Hazard Mitigation Plan, Jasper County's Emergency Operations Plan, and the Regional Shelter project.
3. COVID-19 Update:
Chief Wells will provide the most current statistics for you.

The County Administrator's Progress Report and any miscellaneous correspondence, agendas, and minutes follow this report.



OFFICE OF THE JASPER COUNTY ADMINISTRATOR

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Ridgeland, South Carolina 29936 - 843-717-3690 – Fax: 843-726-7800

Andrew P. Fulghum
County Administrator

afulghum@jaspercountysc.gov

Progress Report June 8, 2021-June 21, 2021

1. Jasper Ocean Terminal (JOT):
Discussion with County Attorney and outside counsel. Discussion with consulting engineer. Scheduled for County Council discussion in executive session on June 21.
2. Purchase of Property – Project Fence:
Discussion with owner. For County Council discussion in executive session on June 21.
3. Exit 3:
Reviewed information released from the STIB. Discussion with County Council scheduled for executive session on June 7.
4. Interview of Finalists for Emergency Services Director Position:
Conducted final interviews on June 16.
5. New Public Safety Software:
Attended meeting with Sheriff and IT Director on June 5 re: implementation schedule.
6. Multi-County Industrial Park (MCIP) Agreements with Beaufort County:
Organized and attended meeting of Beaufort and Jasper County staffers to review the issue of non-payment. A reconciliation has begun. Will report to Council when staffed out.
7. Turkey Hill Solar Farm Project:
Business lunch with property owner and electrical inspection company representative on June 17. Will present project to County Council when staffed out.

8. American Rescue Plan Act of 2021 and Congressionally Directed Spending:
Calls, emails, and Zoom meetings with consultant in preparing and submitting County projects for funding consideration and answering follow-up questions once submitted. Scheduled to attend meeting with LOCOG staff on June 17 to discuss HUD funds.

9. FY-2022 Budget:
Reviewed questions posed by Councilmember Kemp. Reviewed potential budget changes with Ms. Burgess.

10. Various Economic Development Projects:
Reviewed active projects with Ms. Sandy Steele on June 15. Prospect update to be provided to County Council in executive session on June 21.

11. Other Meetings/Events Attended or Scheduled to Attend:
Palmetto Championship June 10 and 12.



Henry McMaster
Governor

SOUTH CAROLINA
DEPARTMENT OF COMMERCE

Robert M. Hitt III
Secretary

May 19, 2021

Mr. Andrew P. Fulghum
Administrator, Jasper County
Post Office Box 1149
Ridgeland, South Carolina 29936

Re: C-20-3421 - Rural Infrastructure Fund Grant – Project Ocean - Jasper County

Dear Mr. Fulghum:

The South Carolina Coordinating Council has authorized conditional approval to proceed with development of the above referenced project. Approval is contingent on the understanding that expenses incurred prior to formal approval of the application are at the risk of the company and Jasper County.

If the company desires to select a private contractor to undertake all or any part of the scope of work of any portion of the above-referenced project to be funded by the grant, then the selection of that contractor by the company must follow at a minimum the bidding requirements set forth in Exhibit A attached hereto.

If I can be of further assistance, please contact me at (803) 737-2024.

Sincerely,

A handwritten signature in black ink that reads "Alan D. Young".

Alan D. Young
Executive Director
SC Coordinating Council for Economic Development

cc: Danny R. Black
Julius Weathers

Exhibit A

Bidding Process to be used for Costs to be reimbursed with Grant Funds

1. Use full and open competition to the maximum extent practicable.
2. Permit acquisitions without competition only when the purchasing agent determines in writing, after conducting a good faith review of available sources, that there is only one source for the required timely supply, service, or construction item. A copy of such written determination must be included with any request to disbursement of grant funds to reimburse for the costs of such supply, service or construction item. In addition, the company must maintain a copy of such written determination as set forth in Section 12 of the Agreement.
3. Restrict competition only when necessary to satisfy a reasonable public requirement.
4. Provide clear, adequate, and sufficiently definite information about project needs to allow bidders to enter the acquisition on an equal basis.
5. Use reasonable methods to publicize bidding requirements and timely provide solicitation documents (including amendments, clarifications and changes in requirements).
6. State in solicitations the bases to be used for evaluating bids and proposals and for making the award.
7. Evaluate bids and proposals and make the award based solely on the criteria in the solicitation.
8. Grant maximum public access to procurement information subject to the Company's needs to protect its trade secrets, proprietary or confidential source selection information, and personal privacy rights.
9. Ensure that all parties involved in the bidding process participate fairly, honestly, and in good faith.
10. Recognize that adherence to these bidding process requirements is essential to maintenance of the integrity of the project.



OFFICE OF THE JASPER COUNTY ADMINISTRATOR

*Jasper County Clementa C. Pinckney Government Building
358 Third Avenue - Courthouse Square - Post Office Box 1149
Ridgeland, South Carolina 29936 - 843-717-3690 - Fax: 843-726-7800*

Andrew P. Fulghum
County Administrator

afulghum@jaspercountysc.gov

June 4, 2021

VIA Electronic Mail Delivery

Jennifer R. Druce, SCCED
South Carolina Department of Commerce
1201 Main Street, Suite 1600
Columbia, SC 29201

Re: SCDOC LocateSC Site Enhancement Initiative Round 6
Jasper County – Sherwood Tract

Dear Ms. Druce:

On behalf of Jasper County, we appreciate the continued support of the South Carolina Department of Commerce for industrial product development and recruitment in our County. We are excited about this opportunity to take another step forward in preparing the Sherwood site for a major industry in Jasper County.

Jasper County can provide \$5,000 to serve as a match or portion of the total project cost if the grant is awarded. These funds would be available during any point of the project if it proceeds. If I may be of further assistance, please feel free to contact me.

Sincerely,

A handwritten signature in blue ink, appearing to be "Andrew P. Fulghum", written over a circular stamp or mark.

Andrew P. Fulghum, ICMA-CM